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ABSTRACT

The Inter-American Foundation (IAF), an independent agency created by Congress, funds local private organizations that support the self-help efforts of the poor in Latin America and the Caribbean. In fiscal year 1988, IAF approved 208 new grants, 173 grant supplements, and other program activities totaling nearly $25 million. The average grant size was $72,000, and grantee matching contributions averaged $1.26 per IAF dollar. The breakdown of grants by program area was: (1) 37% of funding to agriculture, ecodevelopment, and other rural programs (down from 46% in FY 1987); (2) 22% to urban small enterprises (up from 14%); (3) 24% to education and training programs such as adult literacy programs, native language education, and vocational, agricultural, and organizational skills training; (4) 10% to community service programs; and (5) 2% to cultural expression initiatives. Other program activities included (1) fellowships awarded to 29 graduate students conducting field research on grassroots development in Latin America and the Caribbean and to 17 scholars from Latin American and Caribbean institutions pursuing graduate study at U.S. universities; (2) in-country support services; (3) publications and videos; and (4) independent field-based evaluations of eight diverse IAF projects, assessing both organizational processes and concrete benefits. This report includes brief descriptions of the 381 grants and grant supplements, and breakdowns of financial and statistical information for 1972-1988. (SV)

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ANNUAL REPORT 1988

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Front cover: *Woman in La Paz, Bolivia, grows tomatoes in a low-technology greenhouse (Robin Bowman).* Above: *A basket maker in Esmeraldas Province, Ecuador (Juan García).* Opposite: *At work around the hemisphere (clockwise from right—Miguel Sayago; Sean Sprague; Sandra Wavrick).* Back cover: *Young fishermen in Esmeraldas Province (Juan García), and farmers near Caracallo, Bolivia (Robin Bowman).*

The Inter-American Foundation was created by the U.S. Congress in 1969 to support the self-help efforts of poor people in Latin America and the Caribbean. Rather than working through governments, the Foundation responds directly to the initiatives of the poor by supporting local private organizations. The Foundation receives funds from Congressional appropriations and from the Social Progress Trust Fund, which is administered by the Inter-American Development Bank.

Established by Congress as an independent agency, the Foundation is apolitical and nonpartisan in its development efforts. It is governed by a nine-member Board of Directors appointed by the President and confirmed by the Senate. By law, six members of the Board are from private organizations, and three are from the U.S. Government.

Since 1971, the Foundation has made 2,710 grants throughout Latin America and the Caribbean for a total of $270.4 million. Many grants go to grassroots organizations such as agricultural cooperatives, community associations, and small urban enterprises. Others go to larger organizations that work with local groups and provide them with credit, technical assistance, training, and marketing services.

The Foundation has 68 staff members, all based at its office in Rosslyn, Virginia. Its operating budget for Fiscal Year 1988 was approximately $28.4 million.

Inter-American Foundation

ANNUAL REPORT 1988

October 1, 1987 to September 30, 1988

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As of February 1, 1989

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Above: *Program analyst Selma Zaidi and Foundation representative John Garrison discuss a report at IAF headquarters in Rosslyn, Virginia.* **Left:** *Senior Foundation representative David Valenzuela discusses a grant agreement with townspeople in Aquia, Peru, prior to the signing of the document by community officials.*

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As of September 30, 1988

Strategy for Change

Six years have passed since I became the Foundation's Chairman, and in that time much has been accomplished. Reflecting on this record, I am convinced that the course which we charted in 1982 must continue if the Foundation is to surmount today's challenges and solve the problems it will face tomorrow.

When I was appointed Chairman, the Foundation's future was uncertain. Critics maintained that it was no longer as innovative or responsive as it had been. Knowing that time was of the essence, I set about learning everything I could about the Foundation, its programs, and beneficiaries. I read a great deal, visited projects we supported, and sought the valuable counsel of Board members, staff, and grantees.

I quickly concluded that improvements were needed and new approaches to grassroots development required. Most importantly, it was clear to me that sustained grassroots development would not be possible without integrating the Latin American business community into the process. As a businessman, I knew how much expertise and talent was being wasted, and I knew how much more we could accomplish together.

Such change required strong leadership. Therefore, I assembled a new management team that understood the institution's needs. Some doubted my vision. Some doubted whether the Foundation could survive such a transformation. Yet, it is now clear that we have not only survived—we have flourished.

I have mentioned the importance of leadership. Simply stated, I viewed my mission as making the Foundation the best development agency possible. And if this meant doing some things differently, I was prepared to assume the responsibility for my actions. I committed myself to demonstrating how our strategy for change would make the Foundation an even better and more dynamic institution.

The results of our efforts are most encouraging. Today, the Foundation enjoys more support in Congress than at any previous time. Republicans and Democrats alike praise the Foundation as one of the most effective and admired U.S. foreign assistance programs. There is other evidence of this support. This past fiscal year, Congress provided the Foundation with the largest single Congressional appropriation in our history. We fully expect this support to continue.

How did these remarkable changes come about, and what do they mean for the future? First, I worked with all those interested in the Foundation to demonstrate my genuine commitment to its mission and to grassroots development. Second, my actions clearly reflected that my only agenda was to make the Foundation a more flexible and innovative institution.

Of our many accomplishments over the past six years, I am especially proud of these:

- First and foremost, appointing Deborah Szekely as president of the Inter-American Foundation. I knew that the Foundation needed a leader who could cut to the core of problems and propose pragmatic solutions. Deborah Szekely's hands-on business experience and practical approach to development have yielded tremendous results.

> ***It was clear that sustained grassroots development would not be possible without integrating the Latin American business community into the process.***

Credit and technical assistance from the IAF have increased the productivity of microentrepreneurs throughout Latin America and the Caribbean, including this metal worker in Guayaquil, Ecuador.

Miguel Savago

- Developing a close working-relationship with my fellow Board members. Together, we developed and implemented creative policies that promote the Foundation's best initiatives in small business, education, health care, and leadership training. I have stimulated the Board to revise cumbersome policies and procedures in order to achieve concrete results.
- Broadening the scope and experience of those who serve, through recruiting staff with both business and development skills.
- Establishing In-Country Support (ICS) systems in 19 countries to provide vitally important technical services to grantees. The ICS management initiative greatly enhances our grantees' chances for success, and also enhances the Foundation's effectiveness in the field.
- Devoting more attention to small-business development in Latin America. By reaching out to regional and national business leaders, the Foundation continues to expand the base of support for grassroots development in the communities in which we work.
- Increasing public awareness about grassroots development. A much larger audience of development specialists, educators, and grantees now benefit from the Foundation's contributions through a vigorous and greatly expanded learning and dissemination program. This program underscores our efforts to experiment and innovate.
- Resuming work in Brazil. Today, our efforts complement those of like-minded Brazilian institutions, and together we are striving to alleviate poverty by transferring technology and useful skills to the grassroots.
- Lastly, I am proud of expanding our networks of contacts with key nongovernmental organizations in Latin America and the Caribbean whose programs complement and, in some cases, precede similar efforts by the region's national governments.

As is often the case, the sum total of these efforts has been much greater than the individual parts. The result has been a staff committed to innovative programs in the field, tremendous bipartisan political support at home, and greater awareness of the need for the kinds of common-sense approaches to development now advocated by the Foundation.

Today, the Inter-American Foundation is a stronger, more vibrant institution than when I became its chairman. In the process, this tiny agency has brought great credit to the American people. It will continue to do so with strong and committed leadership.

For six years, I have worked to demonstrate what the Inter-American Foundation can be. I want nothing more than to continue on the path we have taken.

—Victor Blanco

Foresight and Vision

Foresight and vision, horizons without limit, are the subjects of this, my fifth and final letter as President of the Inter-American Foundation. It is also the most difficult to write. My years as President of the IAF have been an honor and a privilege, and when I leave this summer, it will be with regret and a deep sense of loss. These last few years have been among the most gratifying of my life.

However, I am one of those entrepreneurs who believes that a change in leadership at the top adds invaluable dimensions to any organization. I now hope to take the knowledge I have gained here and apply it to another enterprise, perhaps a "look-alike" to the Foundation that would help the poor in our country.

Much has been accomplished at the Foundation during the past five years, and I am especially proud of progress in the area of learning and dissemination. There are countless proven ideas in the IAF files that are replicable in the United States as well as in other countries. Even more important than specific ideas, though, is the Foundation's model of learning from projects—both different and alike—throughout the hemisphere and disseminating what has been learned.

There are thousands of nonprofit and voluntary organizations in the United States that are implementing excellent programs to help the impoverished and uneducated, but there is no central coordinated effort to build upon these efforts by monitoring the process. And since there is no information bank for sharing methodology and results, many of these programs in inner-city organizations and the rural sector must continually start from scratch.

An important lesson that I have learned at the Foundation is that each project must build upon the preceding one. We have begun a process to extract the lessons inherent in each effort funded, to compare these lessons, and then to study the results. A learning component is now a part of each and every Foundation grant, thereby multiplying its value.

Careful monitoring, learning, and dissemination allow us to touch the lives of millions of people, while our small number of grants can only affect thousands.

We have also increased the frequency with which we monitor projects. Project monitoring reports, for example, have increased from 400 to 1,950 annually over the past five years—almost a five-fold increase. Careful monitoring, learning, and dissemination allow us to touch the lives of millions of people, while our small number of grants can only affect thousands.

Another lesson I have learned is the power of local professionals to help the disenfranchised members of their own country. As President of the IAF, I have visited grantees in every country in this hemisphere except Cuba, Suriname, and Guyana. I can therefore state with conviction that the answers to the region's long-term development problems lie in the partnership between in-country professionals and grassroots groups.

One dictionary describes *grassroots* as "people removed or somewhat isolated from a major political center." That is an apt description of many of our grantees, who are often isolated geographically, politically, and socially. And that is why it is

Mitchell Denburg

A Haitian teacher in Verrettes shows an enthusiastic preschool class how to play a new game. Improved wages, training, and status of teachers such as this young woman are crucial if developing countries are to properly educate future generations.

so important for the Foundation to encourage networking among groups throughout the region.

It is also crucial to support the training of trainers who take their knowledge into the community. There are numerous examples of Foundation support for such networking and training, but let me give three examples:

- The Centro de Educación y Tecnología (CET), a grassroots support organization (GSO) in Chile, helps poor urban and rural communities meet their basic needs for nutrition and housing by offering training in sustainable agricultural techniques.

CET is so successful in its work that I suggested that the Foundation award it a grant to train IAF grantees from other countries. By the end of 1989, CET will have conducted three seminars to train field-level experts in techniques of organic food production, small-scale animal husbandry, and low-cost housing. A fourth, policy-level seminar is aimed at the executive directors of GSOs, who will evaluate the relevance of the training to their own projects.

A total of 80 people representing 27 IAF grantee organizations from 12 countries will receive training under this grant. Through their work they will disseminate this knowledge to hundreds of other organizations.

- The Instituto Centroamericano de Administración de Empresas (INCAE), which trains corporate managers, also trains professional staff of grassroots support organizations and microenterprises in management skills, small business administration, marketing, and accounting. The training at INCAE is based on the Harvard case-study method, although the Institute carries this method one step further by requiring the participants to write the case studies themselves.

With Foundation support, during the past three years INCAE has taught business skills to hundreds of microentrepreneurs and GSO managers from all over Central America. These "extensionists" are then better able to help other small businessmen, managers of agricultural cooperatives, and similar grassroots groups.

- Fundaçao Esperança is a private voluntary organization offering short- and long-term training to paramedicals who are natives of Brazil's remote Amazonian communities. Not only has Esperança succeeded in training these paramedicals to diagnose simple illnesses and provide basic health care services, but it has managed to set up a structure that firmly places the paramedical as the key to health care services in the community.

Miguel Sayago

Dionisio Calagua is the manager of PROTERRA, an organization that provides legal and technical assistance to farmers in Peru's Lurín Valley. Increasingly, the IAF works in partnership with such local professionals to tackle the region's development problems.

I would like to see Fundaçao Esperança expand its training beyond the Amazon region, and plan to visit Esperança on my last official trip in order to see how we can help further their learning and dissemination activities among Indian communities throughout the region.

I am particularly interested in projects such as these because I believe the answers to Latin America's problems are in training and education. And projects that train trainers have the largest multiplier effect of all.

That is also why I see my greatest single accomplishment at the Foundation as setting up the In-Country Service (ICS) teams. These teams, made up of in-country professionals, have influenced the way we fuse funding and learning. Unlike IAF country representatives, who generally can visit each project only once a year, ICS teams are able to visit projects several times a year—in fact, as often as needed. This helps grassroots organizations, which benefit from expert advice; it aids the Foundation, which gets more regular feedback; and it hones the skills of indigenous professionals who will help change their own countries through their effort to improve the lives of the poor.

On a broader scale, I would like to see cooperation and a sharing of experiences among all donor agencies in Latin America. This would be a kind of "United Nations of Funders," a forum not for the distribution of grants but for the sharing of ideas. Only by working together will the full potential of all development funds be realized.

There is need for coordinated action among donor agencies to help countries improve the pay, educational level, and status of teachers. Teachers hold their countries' futures in the balance, for they are the ones who educate the future generations.

Children are less likely to drop out of school if it is exciting, challenging, and relevant. With state-of-the-art curricula and techniques, teachers could teach not only reading, writing, and arithmetic but also such pressing topics as natural resource conservation.

Miguel Savago

Legal promoters in Mexico City receive training from ICEPAC in issues related to housing and urban services. Participants will then train others in their own communities.

Appropriate educational literature needed for this task has not yet been developed, neither in Latin America nor anywhere else. I would like to see a major initiative to create such literature in each country: Innovative and attractive materials are needed dealing with small business accounting, appropriate technology, tropical subsistence agriculture, cooperative marketing techniques, and more. This area, too, could benefit from international donor agency cooperation with the educators in each country.

Our civilization can never reach the millennium we dream of and work toward as long as thousands of children die each day from malnutrition, forests are destroyed, rivers and oceans are polluted, and our planet Earth is sorely abused. I noted this almost five years ago in my first annual report message when I wrote:

My first trip for the IAF took me to Colombia. As I stood on a hill near some small huts, it seemed like the hills of my childhood. I thought only I had changed. But when I looked and listened carefully, I recognized change all around me—no smell of wood smoke, no pot bubbling on the fire, simply no wood left to burn. Nobody was growing corn and beans in the garden. There were no gardens, nor goats tethered to the fences. Worse, no chickens pecked about the yards. There was nothing to feed the chickens.

I was nostalgic for a time that will never come again. There are just too many people today, living in too many cities, with expectations of a style of life they see on television or read about in *novelas*. But—and this is essential—they are willing, yes eager, to work for their dreams. And there are thousands and thousands of well educated, deeply concerned citizens working in private voluntary organizations, nongovernmental organizations, national development foundations, and grassroots support organizations of Latin America and the Caribbean to help their impoverished countrymen. The answers are within their reach, but they need help to implement, to experiment with the many possible creative solutions. That is what the Foundation is all about.

As I noted at the beginning of this letter, much remains to be done, and I expect to carry out some of this work in another capacity. But for now I am leaving friends and trusted colleagues, without whom many of these achievements would not have been possible.

I want to thank the entire Foundation staff for their hard work and their willingness to embrace the concept, "you don't have to wait till it breaks to fix it." In addition, I want to thank Victor Blanco, Chairman of the Board of Directors; Robert Mashek, Executive Vice President until his retirement in late 1988; Stephen Vetter, Vice President for Programs; and Charles Reilly, Vice President for Learning and Dissemination. The latter two spent many long hours and what should have been holidays to help convert my dreams into reality.

I am also grateful to William Dyal and Peter Bell, the first two presidents of the IAF, for their contributions. But the major credit must go to Congressmen Dante Fascell and Bradford Morse for their foresight and vision 20 years ago in creating a Foundation with a passport for change. As a funding agency we are small, but as a learning agency we are unique, and we will persevere.

Thank you for the opportunity to learn with you. I will take the Foundation with me wherever I go.

Deborah Szekely

Partnership at the Grassroots: A New Green Revolution

Nurturing the rapidly thickening network of local organizations requires donors and grantees to think about what each does best.

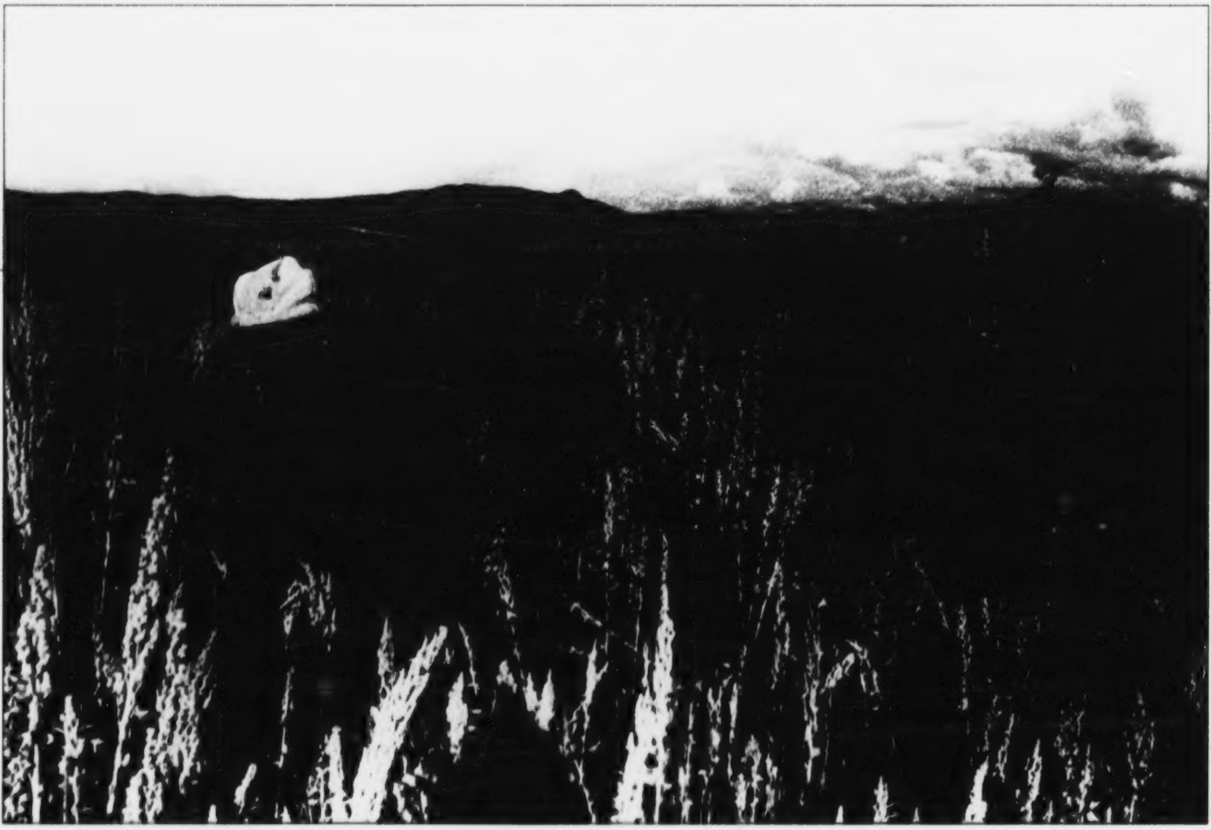
During the recent conference of nongovernmental organizations and international donors sponsored by the Consejo Nacional de Organizaciones de Interés Social (CEDOIS) in the Dominican Republic, one of the participants commented that "in the '60s and '70s, everyone was preoccupied with the miracle grains and the high technology of the Green Revolution. But today, the most important green revolution is taking place among the grassroots organizations of developing nations." This play on words is not only interesting but revealing, pointing to the change in attitudes that has occurred during the past two decades.

When the Foundation began to support grassroots development projects in 1969, many critics believed that the scarcity of private development organizations in Latin America and the Caribbean sounded ample warning that the soil of the region was too poor to support a vibrant localized approach to development. The high acidity level of that soil was measured by indicators such as the frequency of military governments, the underappreciation of private and civic initiative, and the historical legacy of a highly centralized state and church. Such factors had thwarted the emergence of independent local social and economic organizations, and by extension, would always threaten any new root system, regardless of the quality of outside support. Substantial progress seemed to require thinking in monumental, macro terms, not small, micro terms.

Yet there was an argument to be made for thinking broadly while investing precisely. Where large sectoral programs were measuring results and products in terms of inputs and outputs, grassroots development would focus on the processes, the changes individuals working in cooperation could achieve. The sectoral programs of large donors were often conceived as mammoth undertakings, yet their unwieldiness and high administrative costs tended to minimize help to populations living at the margins. Grassroots programs generally cost a pittance, and they could be specifically targeted to reach the poor. And ironically enough, when the world economic climate cooled in the 1980s, grassroots projects often proved to be more resilient and better adapted to the shrinking pool of resources.

In 1969, there were only an estimated 250 private development or nongovernmental organizations (NGOs) in all of Latin America. During the intervening 20 years, there has been a virtual explosion of NGOs, and the number increases daily. The 1985 study by Brian Smith of the Massachusetts Institute of Technology, which identified approximately 4,000 indigenous NGOs in Latin America, measures the tip of the iceberg, only listing nonmembership organizations providing technical services to development projects for the poor. It does not include the tens of thousands of informal community groups that are organizing throughout the

> ***When the world economic climate cooled in the 1980s, grassroots projects often proved to be better adapted to shrinking resources.***



Miguel Sayago

Peruvian farmers harvest wheat. While the Green Revolution produced a wealth of agricultural technology, an important revolution is taking place today among grassroots organizations throughout the developing world.

region to carry out a wide array of activities—from women working together to improve the education and health of their children, to peasant farmers establishing joint marketing and production programs. In Honduras, for instance, a recent survey identified 160 NGOs *and* 3,000 peasant associations with 210,000 members; 1,260 cooperative societies with 175,000 members; and 310 producer associations with 53,000 members.

In Brazil, a recent census identified 1,041 NGOs currently operating in 24 states and 231 cities—90 percent of them founded in the past two decades, 55 percent of them in the 1980s alone.

The Foundation takes understandable pride for the part it has played in nurturing this phenomenon. During the 18 years of the Foundation's existence, we have supported some 1,800 organizations with $270 million in funds. It is our belief that this growth will continue, presenting a tremendous challenge to us and to other donors interested in grassroots development. In FY 1988, we had the opportunity to support almost 200 new organizations and supplement 170 others that have previously received IAF grants.

The IAF has also learned valuable lessons through its experience that may prove useful to other funders. Managing a grassroots development agenda is different from managing programs more sectorally driven. Key indicators to watch in managing a grants program for grassroots development include the following:

- **Project Design.** The importance of beneficiaries' involvement in project design and implementation cannot be overstressed. Review of countless projects suggests that when beneficiaries are included on the ground floor, they are more likely to stick with a particular program through hard times, increasing the probability of success.

Miguel Sayago

In response to an initiative designed by local people to solve a specific problem, the IAF awarded a grant to Mapuche Indians in Santiago, Chile, which will help them preserve cultural traditions in their new urban environment.

- **Counterpart Funds.** A flood of resources is pouring into the NGO sector, sometimes too much. For a project not to be swamped, the proportion of local to outside resources needs to be carefully weighed. The ratio of IAF support—$1 for every $1.26 in local resources—has remained generally constant during the past four years, and we are very reluctant to fund a project unless it can at least raise matching resources.
- **Decision-Making Time.** We have tightened our internal review of proposals to move closer to our goal of providing applicants with a firm yes-or-no decision within three months, since experience has demonstrated the importance of quick action to build on enthusiasm mobilized at the local level.
- **Funding Spread.** Tightening our internal review process has also led to better management of our work load and budget, ensuring sounder choices. Donor organizations often face a remorseless "fiscal year crunch" when large percentages of their monies must be obligated in the final quarter or be lost. We are pleased that in FY 1988 we allocated only 15 percent of our budget during the fourth quarter, funding 15 percent in the first quarter and 35 percent in each of the middle quarters.
- **Overhead.** Maximizing the level of grant support while minimizing our administrative costs is a key to good program management. We again held our overhead to 17 percent and are exploring ways to lower it further.
- **In-Country Support (ICS) Services.** We have found the use of local consultants to accompany the development of projects to be extremely important. Technical assistance, timely advice, and monitoring reports can make the difference between success and failure. The relatively low cost of the ICS system—in FY 1988 it was only 6 percent of the total program budget—shows that valuable assistance can be obtained for a fairly small investment.
- **Average Grant Size.** The average grant for FY 1988 remained in the $72,000 range. The average for our first 15 years was $105,000. This reduction reflects our evaluations of how larger grants (those over $500,000) performed in the past. Large grants can create large problems and waste, so we have chosen to better distribute our limited resources among more organizations.
- **Vitality of the Portfolio.** The growth in new organizations makes it vital to find ways of supporting them as they come into being. At the same time, the ongoing needs of some innovative organizations we are already financing creates an offsetting demand for our resources. To find a proper balance between old and new,

each national portfolio is reviewed to reflect local needs and formulate a clearly stated country strategy. For example, in Colombia the proportion of old grants to new grants is nearly one to one, while in Peru, it is five to one.

As the network of NGOs and community organizations widens and thickens, there is a growing need for clarifying the terms of partnership between organizations and donors interested in sustainable, people-centered development. The concept of "partnership" is often invoked and widely interpreted. In defining the concept as it is practiced project by project, one soon returns to the terms of reference that guide any good and enduring human relationship. The three values uppermost in my mind as I watched the quality of interaction mature and grow during the past year with the organizations we support are the following:

- **Responsiveness.** This concept, easily misused, is meant here to underscore the importance of supporting local initiatives designed by local people to solve specific problems. Recognizing that those most directly affected by a problem have the greatest interest and commitment to seeing it solved, donors must understand that the intervention of outside experts or practitioners, however well intended, can only be effective when it has been invited by and is channeled through local organizations. The old adage "you can lead a horse to water but cannot make it drink" still applies: Projects cannot be force-fed with money or outside expertise. Mature partnerships between international donors and local organizations rely on frank dialogue that taps their respective skills and knowledge, reducing the risk that local organizations will cater to the whims of donors importing new problems by sponsoring pet cures.

> ***The intervention of outside experts, however well intended, can only be effective when it has been invited by and is channeled through local organizations.***

- **Reciprocity.** A balanced partnership requires a clear understanding of the relative strengths and weaknesses, and the separate interests of both parties. Too often we see the tendency towards one-sided relationships, with an organization only looking to us for financial resources. Recognizing, however, that each project is a potential gold mine for lessons that can benefit other projects, we see an attendant need for monitoring, evaluations, and written reports. The important point here is simply that the two partners be very explicit and open in order to minimize unnecessary conflicts.
- **Responsibility.** Public accountability for management of funds continues to be a key to project implementation and organizational growth. The vitality of any organization is tied to fiscal awareness among its membership and beneficiaries, and that can most easily be attained through mutually agreed upon audits. The need for "organizational transparency" extends to us as well, as the publishing of this annual report attests. Donor organizations work best when they can gain the approval of the larger society in which they function, and when they maintain credibility with their domestic constituency and with their colleagues and partners in the international community.

Responsiveness, reciprocity, and responsibility are the three guiding principles for us and the organizations we support. Grass grows, covers eroded land, sustains livestock, keeps the wind from taking topsoil. Grassroots development nurtures local people. It is nothing exotic, only the common result of ordinary people working together to enrich their communities and their lives.

—Steve Vetter

1988 Program Highlights

Overview

In FY 1988, the Inter-American Foundation approved 208 grants, 173 grant supplements, and other program activities totaling $24,848,919 to support grassroots development initiatives in Latin America and the Caribbean. Other programmatic activities included In-Country Support (ICS) Services, fellowships, evaluations, publications, and learning and dissemination projects.

Grantee matching contributions, either in-kind or cash, averaged $1.26 for every Foundation dollar in FY 1988. The average grant size in FY 1988 was $72,000, compared with $67,000 in FY 1987, and $105,000 for the period FYs 1972-1987.

Grants by Sector

- **Food Production and Agriculture**

Foundation support for agricultural and ecodevelopment activities totaled approximately $7.5 million in FY 1988, or 37 percent of program funding. This percentage reflects a continuing downward trend for support of rural activities, which totaled 48 percent in FY 1986, 46 percent in FY 1987, and 42 percent between FYs 1971-1986.

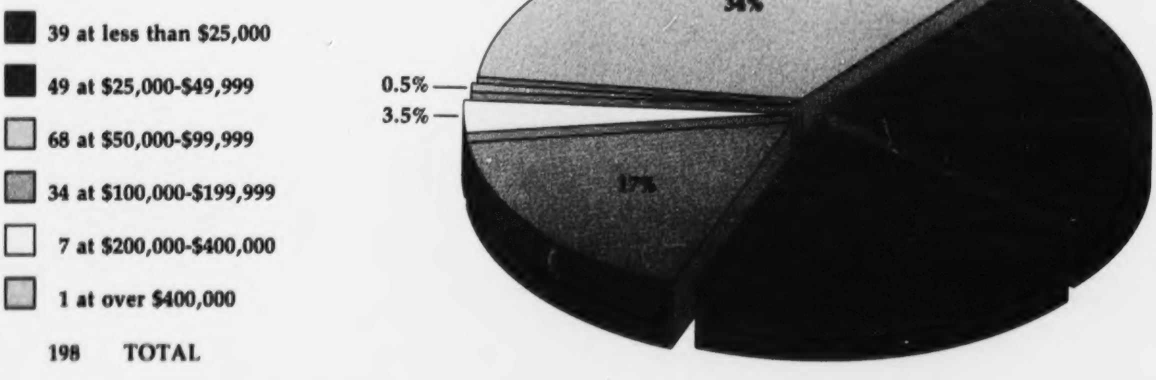
Initial analysis of rural sector funding indicates the decrease is due, in part, to population shifts from farms to cities, growing interest in the "informal sector" in urban areas, and an increase in the number of microenterprise projects presented to the Foundation.

During FY 1988, grants were approved for rural programs such as environmental protection and conservation, crop diversification, animal husbandry, and artisan fisheries. The majority of grants provided for credit programs, technical assistance, and training to improve crop production and marketing, administration, and organizational and leadership skills of small farmer associations.

- **Enterprise Development and Management**

While support for rural projects diminished, Foundation support for urban small enterprises

Grants by Size—1988



increased by nearly 100 percent during FY 1988. Funding for this sector totaled $4.5 million, or 22 percent of program resources. In previous years, total microenterprise grants accounted for 12-15 percent of the Foundation's program resources.

Grants were used by local development organizations to improve marketing techniques, acquire production equipment, establish revolving credit funds, and support managerial and technical skills training.

Beneficiaries included owners and operators of small businesses with minimal skills who have migrated from rural to urban areas and now form part of the growing "informal sector."

- **Education and Training**

Unlike support for rural and urban economic development activities, IAF support for education and training programs changed little during the past fiscal year. Grants in these areas totaled $5.0 million, representing 24 percent of program resources in FY 1988, compared with 22 percent in FY 1987.

Project activities included networking exchanges, adult literacy programs, native language education, and vocational and organizational skills training, as well as instruction in accounting and agricultural and fishing techniques.

The majority of training and educational grants were components of larger agricultural, conservation, and enterprise development projects supported by the Foundation.

- **Community Services**

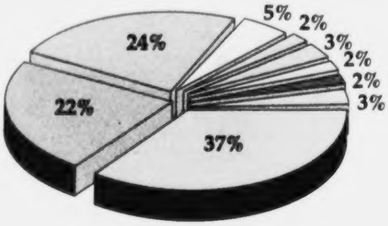
Support for community service programs totaled $1.4 million in FY 1988, or less than 10 percent of program resources, compared with 15 percent in FY 1987.

Grants were approved for community organizations, urban sanitation, health education and services, self-help housing, appropriate technology for low-income neighborhoods, and legal services.

Grants and Amendments for Supplemental Funding

	Program Area	Number Grants	Amount ($000's)
☐	**Food Production/ Agriculture**	130	$ 7,489
▨	**Enterprise Devt./. Management**	72	4,513
▨	**Education/ Training**	88	5,012
☐	**Research/ Dissemination**	27	941
☐	**Housing**	5	373
☐	**Health**	15	646
☐	**Legal Assistance**	7	366
■	**Cultural Expression**	9	402
☐	**Ecodevelopment**	6	525
	TOTAL	359	$20,267

Chart shows percentage of total funds allocated by program area.



- **Cultural Expression**

In FY 1988, the Foundation utilized 2 percent of its program resources to support cultural expression initiatives.

Although these grants represent a small portion of the total program budget, they provide an invaluable opportunity for people to learn about their heritage and to preserve their traditional cultural values. ■

Evaluating the Human Factor in Grassroots Development

Factoring human development into the equation means inventing new yardsticks for measuring success and failure.

To fulfill its congressional mandate of directly assisting the poor people of Latin America and the Caribbean, the Inter-American Foundation works to encourage and strengthen grassroots organizations. The Foundation believes that these organizations—not the hardware and infrastructure emphasized in typical development projects—provide the key to people improving the quality of their lives.

Because the IAF is not a typical development agency, standard techniques are poorly adapted to evaluating projects funded by the Foundation. Cost-benefit analyses used by other funders do not take many of our goals into account. For example, while Foundation grants are geared to address specific development problems, the ultimate goal usually transcends the provision of a particular service or product: Primary emphasis is on creating or strengthening a local organization that can function effectively after funding ends.

Given this concern for organizational development, economic performance during the grant period is not always decisive in how the IAF evaluates projects. Of course, most projects must show a positive rate of return in the long run if they are to help the participants: No one benefits from an endeavor that consistently operates in the red.

Over the past several years, the Foundation has been struggling to develop methods for evaluating the impact of funding that measure concrete results without overlooking organizational growth.

Social Process and Cost-Benefit Analysis

Last summer, in pursuit of those methods, the Foundation commissioned a field-based study of eight projects, using an eclectic methodology to assess both the organizational processes we seek to encourage, and the concrete benefits that are the immediate goals of most development projects. The research was contracted out to a five-member, interdisciplinary team that included two experienced field researchers, two economists, and one anthropologist.

Wilhelm Kenning

A worker at the processing plant run by CCAM in Santa Cruz, Bolivia. A recent IAF study shows this federation boosted members' incomes.

IAF field representatives were asked to identify projects that exemplified significant organizational growth and concrete economic activities. From the initial sample of 30 projects, the research team chose eight, based on suitability to the study's complex methodology and the need for a variety of project settings.

The eight typify the IAF portfolio in types of grantee, types of development activities, and the general IAF rationale for funding. But since the sample size is small and it was not randomly selected, no statistical claims are made about overall IAF funding.

The projects reflected a variety of geographic locales, including Argentina, Bolivia, Colombia, Costa Rica, Ecuador, Paraguay, Peru, and St. Lucia. Half the organizations studied were grassroots groups, and half were organizations that provide services to grassroots groups.

The projects themselves also reflected the variety of Foundation funding and included such activities and services as credit, legal assistance, export marketing, community organizing, technical assistance, and self-help housing. The oldest organization had been in existence 16 years while the youngest had three years of experience. The range of Foundation funding was also broad: one organization has been awarded over $2 million in IAF grants, while another received a $33,000 grant.

The team studied three aspects of each grant: the performance of the funded organization, the impact on beneficiaries, and cost-benefit data to evaluate effectiveness.

Miguel Sayago

Technicians from PROTERRA survey land in Peru's Lurín Valley. This grassroots support organization was one of eight IAF grantees evaluated to determine concrete benefits derived from development projects.

A team member spent an average of 12 days with each organization, and the team leader spent two to four days at each site (except for one case when travel connections broke down). The researchers studied available records and observed interactions between the members of the organization and the beneficiaries. They also conducted extensive interviews with local staff members, beneficiaries, and others knowledgeable about the project.

The researchers then analyzed the performance of each organization based on a series of indicators drawn from Foundation experience in measuring organizational growth, such as the degree of control beneficiaries exercised over a project, and their critical understanding of a project's implications. The team studied the economic levels of the beneficiaries in each project; the degree to which leadership and technicians were accountable to participants; the extent to which beneficiaries participated in the decision-making, management, and implementation of the project; and the level of beneficiary satisfaction with the project.

The researchers also studied the internal health of the organizations and their ability to influence others. They studied how sustainable each organization was, measured in terms of managerial capacity and financial solvency; how dependent it was on Foundation funding; whether it was adapting to changing circumstances; how it was handling challenges and crises; and whether the organization had served as a role model for other development groups.

The second part of the analysis focused on whether the project met the social and economic needs of the beneficiaries as stated in the grant proposal. The researchers tried to measure individual benefits such as increased income, productivity, or access to credit and other services; gains such as obtaining land titles or low-cost housing; and attitudinal changes such as an increased sense of opportunity and momentum. They also measured organizational impacts such as increased control over markets and pricing, increased awareness of the benefits of cooperative self-help efforts, and an increased sense of organizational capacity and power.

Finally, the researchers conducted a cost-benefit analysis. Each organization's fixed and operational costs for a project were weighed against the total benefits created. Both costs and benefits were measured in real terms to account for inflation, and a 13 percent discount factor—the World Bank's standard rate for project analysis in developing countries—was used to account for the time value of money.

In addition to weighing such traditional development benefits as increased production, job creation, and credit availability, the researchers assigned economic value to other project outcomes: the time saved by farmers from having services closer at hand, the value to small producers of receiving prompt payment for their goods, and the savings from lowering input costs. The value of specific services were calculated through interviews with beneficiaries, and price comparisons for similar services in nearby areas.

Findings

Given the manner of project selection, it should not be surprising that the research findings were very positive in terms of their organizational performance, impact on grantees, and cost-effectiveness.

The projects' impact on beneficiaries were both positive and tangible. All eight organizations had provided unprecedented access to such services as credit, agricultural inputs, legal services, and housing. Less quantifiable benefits were also apparent: increased levels of experience, increased self-confidence, and a sense of future direction. One troubling finding, however, revealed that beneficiary participation in management and decision-making was often low.

Cost-effectiveness scores were high in the seven projects where they could be calculated.

cont. on p. 20

Miguel Sayago

A factory worker fashions petticoats in Quito, Ecuador. During FY 1988, the Foundation reviewed its recent experience in support of women's projects such as this one.

1988 Learning and Dissemination Highlights

Overview

The Office of Learning and Dissemination was created and staffed during 1986. Breaking with traditional, high-cost approaches to research that yield few practical gains, the new office was charged with the task of finding innovative—and less expensive—ways to generate information. As a result, the average cost of commissioned research has dropped considerably, and more useful appraisals of grassroots development are being produced—usually in collaboration with Latin Americans and Caribbeans.

Activities

- **Research and Evaluation**

For the first time in the Foundation's history, a comprehensive Learning Agenda has been developed to guide research efforts. Current investigation focuses on such topics as the nature of base groups and the organizations that support them, as well as ecologically sound agricultural projects. Other activities include:
—a reclassification of the projects in the Foundation's data base for more consistent statistical analysis;
—a new policy for producing project histories, which led to 267 completed file-based histories and 13 field-based project histories, with emphasis on lessons learned; and
—reviews of recent Foundation experience in four funding areas: health, agricultural marketing, and projects aimed at women and youth.

- **Publications**

The 1987 Annual Report and three issues of *Grassroots Development* were published during FY 1988 in Spanish, English, and Portuguese. In addition, *Direct to the Poor*, an anthology of articles from *Grassroots Development*, was produced in collaboration with Lynne Rienner Publishers. The Foundation itself published *Una Apertura a la Esperanza* (a Spanish translation of the highly acclaimed *Hopeful Openings* published last year) and a monograph titled *The IAF and the Small- and Micro-Enterprise Sector*.

Miguel Sayago

In the IAF's latest video, the community of Aquia tries to repopulate its communal highlands with alpacas.

- **Video Series**

In FY 1988, the Foundation completed the third video in its Grassroots Development Video Series. This latest video centers on the repopulation of alpacas in the central highlands outside Aquia, Peru. To date, approximately 120,000 students have seen the videos, and an estimated 1.5 million others have viewed them on cable networks.

- **Fellowships**

Fellowships were awarded to 46 scholars, researchers, and development practitioners from the Caribbean, Latin America, and the United States in FY 1988. Support was given for research on microdevelopment approaches to improving the condition of poor people throughout Latin America and the Caribbean.

- **Links to In-Country Support (ICS) Services**

A regional ICS conference was held in Washington, D.C., in October 1987 to enhance communications among the various ICS offices. Regional workshops then took place as a follow-up, and future meetings were scheduled to seek ways to even better support the development efforts of grantees and to integrate the learning efforts of the Foundation and ICS professionals. ■

cont. from p. 18

(One organization was too large and complex to be thoroughly analyzed in the time available.) Most organizations, and especially the older ones, scored high on assessments of sustainability. And there was significant evidence of IAF projects serving as models for other development efforts. In fact, two of the projects were replicated nationally.

Some instances of measurable impact include the following:

- A grassroots support organization providing legal and technical assistance for farmers in Peru's Lurin Valley was instrumental in securing legislation to protect land titles nationwide. It developed an inexpensive land-titling system, and also helped lay the groundwork for a national organization of campesinos who had recently acquired land titles.
- A credit organization filled a gap in Uruguay's financial system by securing credit at favorable terms and conditions for the cooperative sector. In the process, it has become a significant channel of international funding to cooperatives. In nine years, the organization has supplied credit to 282 cooperatives and 5,640 of their members.
- A self-help housing program in Colombia proved its methods were far more cost-effective than government-financed housing projects, while directly benefiting 3,400 families.

A self-help housing program in Colombia proved its methods were far more cost-effective than government-financed housing projects.

- An agricultural exporting cooperative in Costa Rica managed to obtain higher prices for a squash-like vegetable called *chayote*, after overcoming a nearly disastrous imbroglio with the U.S. Department of Agriculture. The cooperative, which represents smaller producers, went on to capture 30 to 40 percent of the country's chayote export market.
- A long-established cooperative federation in Bolivia has significantly boosted its members' productivity and income, while successfully weathering Bolivia's astronomical inflation rate.
- A credit and technical assistance organization in St. Lucia directly aided 319 microentrepreneurs, increasing their earnings by more than 100 percent, on average, over a period of four years. Not one of the entrepreneurs would have qualified for commercial credit.
- A new campesino federation in Ecuador has already increased daily milk production by 54 percent over the local average.
- Cotton production in an Indian community in the Argentine Chaco is up, as is family income. As a result, in 1988 only 10 percent of the households had their principal earner migrate to find seasonal labor. Four years before, half did so.

Where Do We Go From Here?

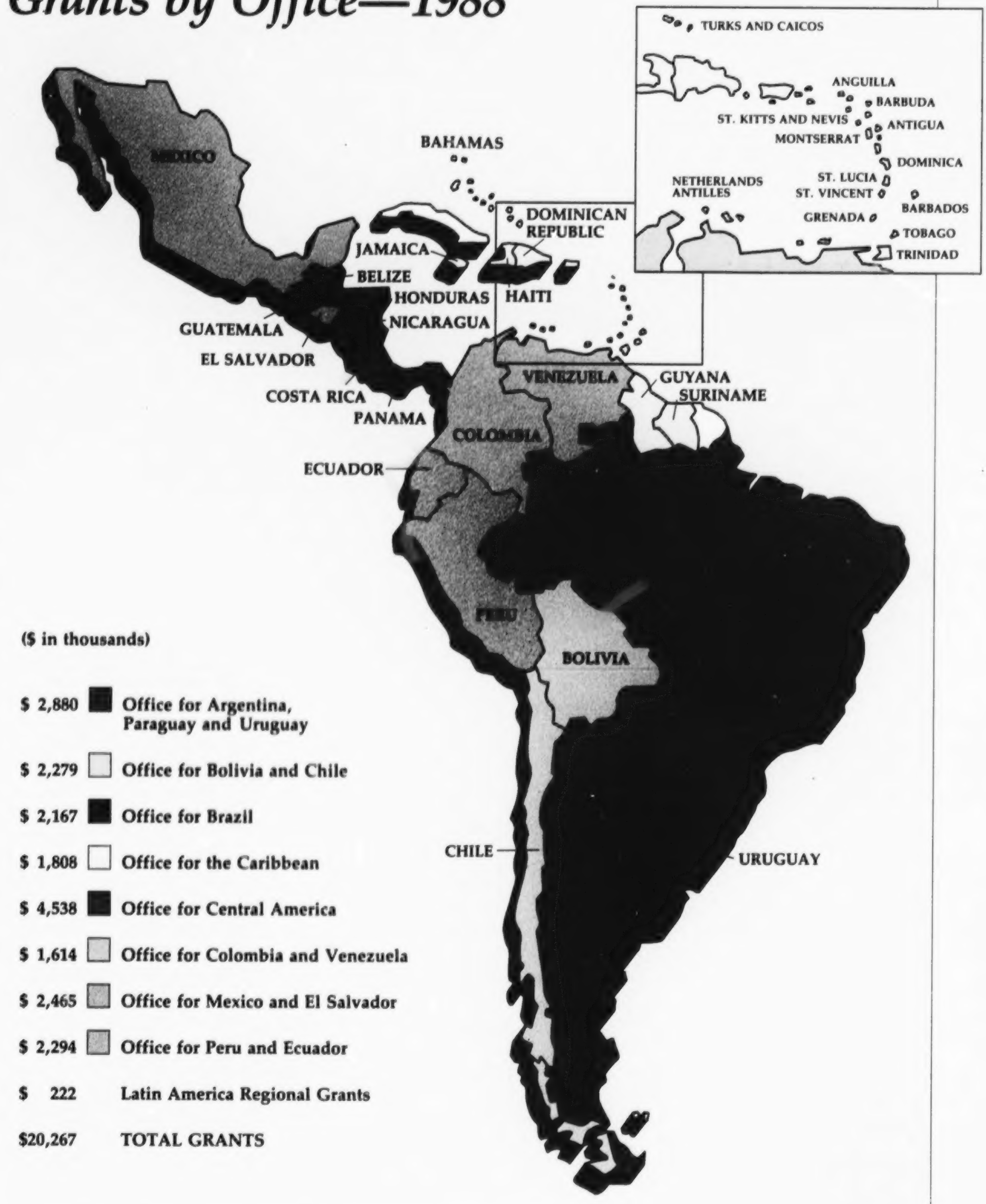
As a result of this study, the Foundation will be implementing a long-term effort to report in depth on a representative sample of projects. This monitoring process is intended to start early in the life of a project: Ideally, interesting projects will be preselected for monitoring when they are approved for funding. One project a year will be earmarked from each of the Foundation's seven regional offices for such monitoring.

Data about the social and economic conditions of beneficiaries gathered at the start of a project will form a baseline to measure future project impacts. Follow-up data will be obtained through periodic monitoring, and a comprehensive study will be conducted after project completion.

Together, these new evaluation tools will greatly increase the Foundation's ability to quantify the effects of projects and share the lessons that have been learned with grantees and the development community, while remaining faithful to its Congressional mandate.

—Patrick Breslin

Grants by Office—1988


TURKS AND CAICOS
ANGUILLA
BARBUDA
ST. KITTS AND NEVIS
ANTIGUA
MONTSERRAT
DOMINICA
NETHERLANDS ANTILLES
ST. LUCIA
ST. VINCENT
BARBADOS
GRENADA
TOBAGO
TRINIDAD
BAHAMAS
DOMINICAN REPUBLIC
MEXICO
JAMAICA
BELIZE
HONDURAS
HAITI
NICARAGUA
GUATEMALA
EL SALVADOR
COSTA RICA
PANAMA
VENEZUELA
GUYANA
SURINAME
COLOMBIA
ECUADOR
PERU
BOLIVIA
CHILE
URUGUAY

($ in thousands)

$ 2,880	■	Office for Argentina, Paraguay and Uruguay
$ 2,279	□	Office for Bolivia and Chile
$ 2,167	■	Office for Brazil
$ 1,808	□	Office for the Caribbean
$ 4,538	■	Office for Central America
$ 1,614	□	Office for Colombia and Venezuela
$ 2,465	▨	Office for Mexico and El Salvador
$ 2,294	▨	Office for Peru and Ecuador
$ 222		Latin America Regional Grants
$20,267		TOTAL GRANTS

1988 Grant Portfolio: Spelling Out Partnership at the Grassroots

This section briefly describes each of 381 grants and grant supplements made by the IAF during FY 1988. Eight projects—one per regional office—are profiled to show how poor people innovatively tackle local, regional, and national problems.

Office for Argentina, Paraguay, and Uruguay

Argentina
New Grants

Asociación de Pequeños Productores Agropecuarios de Cachi (CACHI), $36,300 over 18 months, to build a warehouse-office complex, jointly market vegetables, administer credit, and provide training and technical assistance in management, accounting, agronomy, and family nutrition. (AR-220)

Centro de Estudios de la Empresa (CEDE/ACDE), $51,000 over two years, for a fund to provide grants and loans of less than $5,000 to rural and urban low-income groups, including community associations, cooperatives, small businesses, and family enterprises, primarily in central Argentina. (AR-235)

COFIRENE Banco de Inversión, S.A. (COFIRENE), $51,500 over two years, to administer a fund to provide grants and loans to rural and urban low-income groups, primarily in northeastern Argentina. (AR-236)

Centro de Estudios de La Mujer (CEM), $43,940 for one year, to provide training, technical assistance, and a marketing survey to a new cleaning-services cooperative of 60 women in the Lomas de Zamora area of greater Buenos Aires. (AR-237)

Centro Interdisciplinario de Estudios Territoriales (CIET), $11,300 over seven months, to carry out a participatory study of the physical, social, legal, and organizational status of 55 low-income neighborhoods in the city of Resistencia; and to disseminate the results. (AR-240)

Centro de Comunicación Popular y Asesoramiento Legal (CECOPAL), $35,360 for two years, to expand a successful pilot program in urban gardening by providing families in four neighborhoods of Córdoba with training and technical assistance. (AR-241)

Grupo de Investigación y Acción Comunitaria (GIAC), $92,997 over 18 months, to strengthen new community organizations in two barrios in Quilmes, in greater Buenos Aires, by promoting self-help activities to improve health and sanitation and other basic services. (AR-242)

Asociación Comunitaria Colonia La Matanza (Colonia La Matanza), $55,428 for two years. See box on page 23. (AR-243)

Asociación Comunitaria Las Tolderías (Las Tolderías), $56,549 over two years. See box on page 23. (AR-244)

Asociación Comunitaria Pozo del Toro (Pozo del Toro), $59,408 for two years. See box on page 23. (AR-245)

Centro de Promoción y Estudio de la Vejez (CEPEV), $49,200 over 18 months, to help 40 older members of the Centro Carbonari lay the groundwork for a community center for the elderly in the La Boca section of Buenos Aires; and to provide training and materials for other professionals working with the elderly. (AR-246)

A New Era for Indians in the Argentine Chaco

As hundreds of Indians cheered in the streets, the Chamber of Deputies of Chaco Province in northern Argentina passed the *Ley del Aborígen Chaqueño*, or Law of the Chaco Indians, in May 1987. This was a legislative milestone for the 24,000 Toba, Mocoví, and Mataco-Wichí people of the province. The law not only set a precedent for Chaco Province but also reflected the beginning of a new phase in the treatment of Indians in Argentina: a transition from past neglect to encouragement of Indian autonomy and economic diversification.

The new legislation calls for improved services of all kinds and creates a Chaco Indian Institute to replace the Dirección del Aborígen, or Indian Affairs Ministry, which has historically been confined to providing credit and agricultural inputs for cotton cultivation.

Since 1983, the Inter-American Foundation, in close collaboration with the Dirección

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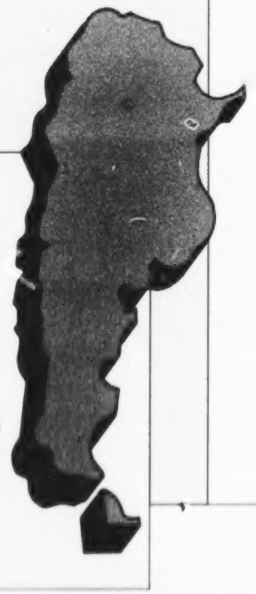

Argentina has a population of 31.5 million, in an area one third the size of the United States.

Eduardo Gil

A Toba Indian plows farmland in La Matanza, Argentina. Follow-up grants are helping four indigenous communities in this remote region of Chaco Province to become self-sufficient.

cont. from p. 23

A New Era

del Aborígen, has helped pave the way for that transition by providing funding so that several Indian communities could undertake activities to improve their economic situation and achieve greater independence.

The Indians of northeastern Argentina are among the poorest inhabitants of an already poverty-stricken region. They were the last of the country's native population to be conquered by an advancing wave of settlers in the late nineteenth century, during the same period when the indigenous peoples of the western United States were also subjugated. Since that time, the Indians of the Northeast have subsisted on precarious combinations of cotton farming, migrant wage labor, and increasingly restricted hunting and gathering.

When the IAF first began working in the region in the 1970s, most of the Indian communities were considered too weak organizationally to manage their own development projects. However, based in part on a feasibility study by anthropologist Richard Reed, the IAF decided in 1983 to finance projects in five Indian communities in the central Chaco region. The move was part of a strategy to strengthen base groups among both white and Indian populations, in a country with a long history of state subsidies that had inhibited the development of autonomous local organizations.

From 1983 to 1986, the IAF financed land-clearing activities and the purchase of tractors to expand agricultural production in four Toba communities—La Matanza, Pozo del Toro, Raíz Chaqueña, and El Colchón—and in the Mocoví community of Las Tolderías. The five indigenous community associations were energized by the grants, despite problems in setting aside maintenance funds for the tractors and an inadequate grasp of the principles of rotating credit funds.

In the spring of 1988, after a series of self-evaluations and project-planning sessions, the IAF refinanced four of the communities. The fifth, El Colchón, appeared to be going through an internal crisis, and would not have been able to handle a second round of funding. The new grants, which total $245,327, place greater emphasis on training in vocational, managerial, and accounting skills. For example, although the grants do not provide for the purchase of more tractors, they do provide funds to establish a mechanical workshop staffed by Indian youths trained in tractor repair and maintenance. The grants also provide for clearing additional arable land; for fencing to secure land claims and to keep out foraging animals; and in the community of Raíz Chaqueña, for experiments with goat-breeding and varieties of corn that thrive in a dry environment, to reduce farmers' dependence on cotton.

To better understand the process of development in such historically disadvantaged communities, the IAF is considering a comprehensive study to evaluate the impact of these projects. This would help both the communities and the IAF understand the potential for changing deeply rooted economic and organizational patterns, and could help the new Chaco Indian Institute elaborate its own future development policies. (AR-243, AR-244, AR-245, AR-248)

—David Bray

Instituto de Desarrollo Social y Promoción Humana (INDES), $255,845 over three years, for continued technical services to 73 small-farmer associations and production groups in four provinces of northeastern Argentina, benefiting 1,540 families. (AR-247)

Asociación Comunitaria Colonia Lpa 'a' Na Qom (Raíz Chaqueña), $73,942 over 18 months. See box on page 23. (AR-248)

Asociación Promotores Chaco (APCH), $404,946 over 18 months, to coordinate a development plan for the Impenetrable region of northwestern Chaco Department, involving 10 communities of small-scale cattle herders and eight associations of Mataco-Wichi Indians building fencing and irrigation systems, clearing land, and starting a variety of income-generating activities. (AR-249)

Centro de Estudios Urbanos y Regionales (CEUR), $61,320 for one year, to evaluate self-help housing projects using low-cost technologies to determine which are most efficient, and the economic and social factors conditioning success. (AR-250)

Equipo de Apoyo a los Autoconstructores "El Hornero" (EDA), $45,310 over 18 months, to establish four training clinics in poor areas of greater Buenos Aires to improve the construction skills of families building their own homes. (AR-254)

Centro Vecinal de Volcán (VOLCAN), $33,743 for three years, to establish a small enterprise for processing and marketing meat and hides, open a consumer store, and provide agricultural extension services. (AR-255)

Supplemental Grants over $10,000

Instituto de Desarrollo Social y Promoción Humana (INDES), $50,680, to continue providing production credit, training, and technical assistance to small farmer organizations in northeastern Argentina. (AR-156)

Asociación de Mujeres de Negocios y Profesionales (AMNyP), $13,505, to complete the second stage of a three-year project creating microenterprise

Eduardo Gil

Artisans apply the finishing touches to pottery in AUDA's newly renovated workshop in Montevideo, Uruguay. Training courses have helped the association's 365 members streamline production and improve designs.

jobs for low-income women in the provincial capital of Neuquén. (AR-195)

Centro de Estudios de Estado y Sociedad (CEDES), $15,450, to design educational materials, and to evaluate organizing strategies in poor urban neighborhoods. (AR-197)

Procop Cooperativa de Trabajo, Ltda. (PROCOP), $35,041, for continued marketing, technical assistance, and training services to small enterprises; and to establish a sales outlet in Buenos Aires. (AR-201)

Equipo Solidarios del Sur (ESUR), $24,913, to expand a program providing skills training and health education to poor women in a shantytown on the outskirts of Buenos Aires. (AR-207)

Centro de Apoyo al Desarrollo Local (CEADEL), $14,400, to assist a new neighborhood association in Rosario to design the statutes for a mutual aid society to administer a community center for day care, training, nutrition, and infant-feeding programs. (AR-222)

Centro de Estudios de la Empresa (CEDE), $76,300, to expand a fund for providing small loans and grants so that

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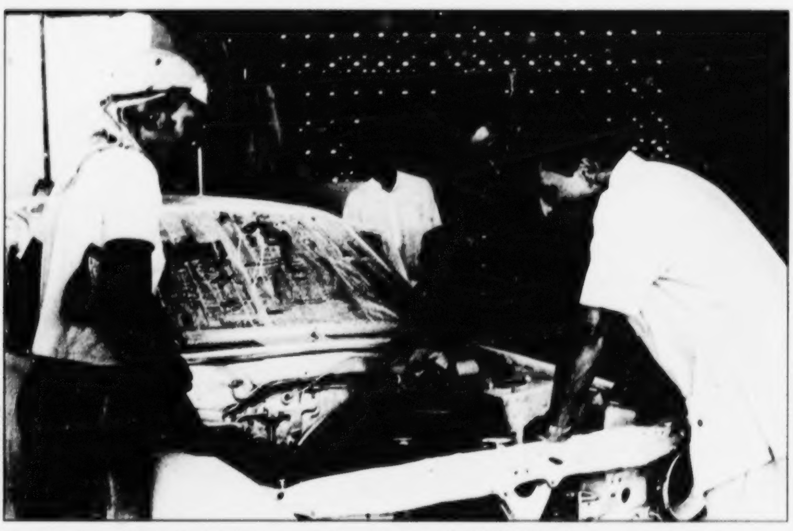

Mitchell Denburg

Father Gerard Pantin (right), executive director of SERVOL, listens to students explain auto repair at a training center in Port of Spain, Trinidad.

years, for agricultural training by six community action workers to nearly 2,000 small farmers organized into 217 groups; and for credit to buy tools, fertilizer, oxen, and carts. (HA-127)

Supplemental Grants over $10,000

Eye Care Haiti (ECH), $24,060, for a study to measure the effectiveness of linking methodologies for group formation and credit among mothers of malnourished children with a program of preventive health education. (HA-086)

Institut Diocesain d'Education des Adultes (IDEA), $19,990, to cover additional administrative overhead, and to expand a training center for community development workers. (HA-100)

Jamaica
New Grants

Archdiocese of Kingston, Human Development and Social Justice Commission, $36,300 over three years, to hire a manager for three income-generating projects producing chicken and fish for the Mount Carmel cooperative in Annatto Bay; and to help support the cooperative and its 54 members. (JA-086)

Institute For Hunger Affairs, Limited (IHA), $16,000 for one year, to provide skills training for 25 unemployed youth and continue a program for improving adult literacy, health, and nutrition in four economically depressed communities in West Kingston. (JA-087)

Jamaica Agricultural Society Land Titling Company (JASLTC), $132,050 for one year, to provide legal assistance so that approximately 500 members of the society can secure titles to their farmland and qualify for commercial loans; and to publish a journal that will meet legal requirements for advertisements to settle land titles and provide up-to-date agricultural information to the 100,000 members of the society. (JA-088)

Mel Nathan Institute (MNI), $76,500 over two years, to increase organizational income through the production of furniture and crafts; and to launch a nationwide fund-raising drive to support its work with the urban poor in the community of Hannah Town in Kingston. (JA-089)

St. Vincent
New Grants

Traffickers Small Business Association (TSBA), $77,439, over one year. See box on page 37. (SV-021)

Caribbean Regional
New Grants

Service Volunteered for all (SERVOL), $295,500 over three years, to help 54 communities with approximately 18,000 adolescents and preschoolers establish nonformal educational centers in Trinidad and the Eastern Caribbean; and to refine a methodology for managing the Trinidadian centers that will transfer overall responsibility to the Government of Trinidad and Tobago, while local communities maintain ownership of the buildings and provide day-to-day management of the schools. (CA-083)

Caribbean Advisory and Professional Services, Ltd (CAPS), $108,130 over two years, to launch a mobile delivery system for providing technical assistance in microenterprise development, job training for youth, small-scale industrial development, marketing, agrobusiness, and other areas. (CA-084) ■

rural and urban low-income groups can receive training in leadership, organizational, and management skills, and in small enterprise development. (AR-235)

COFIRENE Banco de Inversión, S.A., $15,000, to establish a travel fund for training and learning exchanges among IAF grantees in Argentina. (AR-236)

Paraguay
New Grants

Agencia de Servicio Técnico Integral (ASTI), $71,793 over 18 months, to lay the groundwork for a savings and production cooperative by increasing agricultural yields, training health promoters, and opening consumer stores on the outskirts of Asunción. (PY-121)

Comunidad Chamacoco de Potrerito (Potrerito), $3,686 for one year, so that 36 Chamacoco Indian families in the Chaco region can clear land, plant fruit trees, and construct reservoirs. (PY-123)

Asociación de Agricultores de Alto Paraná (ASAGRAPA), $57,500 over two years, for 255 Paraguayan and Brazilian-immigrant small farmers in eastern Paraguay to boost their yields and market nontraditional cash crops such as corn, *mate* tea, peanuts, and cheese. (PY-124)

Asociación Regional de Guairá y Caazapá (REGIONAL), $61,031 over two years, to build mills for processing *mate* tea and yucca flour; to capitalize a production and marketing fund for 400 small farmers; and to obtain technical assistance. (PY-125)

Pre-Cooperativa Jopoi (JOPOI), $42,000 for two years, to carry out a project of organizational

Alicia D'Amico

A member of GIAC (left) and neighborhood women discuss how they can improve health and sanitation in the Quilmes section of Buenos Aires, Argentina.

consolidation, training, and credit administration; and to explore joint marketing of traditional and nontraditional cash crops. (PY-126)

Centro de Promoción Campesino de Cordillera (CPCC), $73,248 for one year, to launch the first phase of a four-year program to boost small farmers' incomes through crop diversification and new marketing strategies for honey, citrus fruits, tree seedlings, and agroindustrial products. (PY-127)

Centro Paraguayo de Cooperativistas (CPC), $327,756 over two years, to consolidate three small farmer organizations and promote 30 new agricultural groups in extremely impoverished regions near Villarrica; and to design production and marketing strategies for 15 food crops and five agroindustrial items. (PY-128)

Coordinadora de Agricultores Asociados (CODAA), $21,000 over two years, to administer operating capital and purchase new equipment for a small sawmill and an animal-feed mill; and for equipment to build safe and efficient earthen stoves for cooking. (PY-129)

Supplemental Grants over $10,000

Pastoral Social, Diócesis de San Juan Bautista de las Misiones (PASTORAL SOCIAL), $10,000, for continued technical assistance and credit to help flood victims resume agricultural and artisanal activities. (PY-099)

Centro Paraguayo de Estudios Sociológicos (CPES), $68,550, to continue a resettlement program for housing flood victims currently living in dispersed communities along the Paraguay River. (PY-109)

Fundación Paraguaya de Cooperación y Desarrollo (FPCD), $57,402, to help destitute families start microenterprises to combat the rise in the number of street children. (PY-111)

Uruguay

New Grants

Manos del Uruguay, $211,940 for one year, to train 400 newer member-artisans for full participation in this highly acclaimed weaving enterprise; and for technical assistance to streamline administration and boost output. (UR-130)

Cooperativa de Producción del Termo (COTER), $29,000 for one year, so that a glass-production cooperative can purchase an adjacent building and open a health and dental clinic, consumer store, and recreational center for its 250 members. (UR-132).

IMAGENES, $71,000 over three years, so that an award-winning group of media specialists can purchase video-editing equipment; and to establish a loan fund, administered through a development bank, allowing nonprofit groups to obtain video services. (UR-133)

Supplemental Grants over $10,000

Asociación Uruguaya de Artesanos (AUDA), $31,392, to complete training courses and to renovate a workshop facility in Montevideo for 365 artisan members. (UR-106)

Foro Juvenil, $29,755, to refine and disseminate a methodology for training unemployed youth to establish and operate microenterprises. (UR-113) ■

Office for Bolivia and Chile

Bolivia

New Grants

Centro Educativo Técnico Humanístico Agropecuario (CETHA), $49,590 over two years. See box on page 29. (BO-248)

Centro de Estudios Para el Desarrollo Laboral y Agrario (CEDLA), $24,600 for nine months, to research the organizational history of seasonal workers on cotton and sugar cane estates in the departments of Santa Cruz and Tarija, and disseminate the results through workshops and two books. (BO-249)

Cooperativa Agrícola Artesanal "Exhaltación," Ltda., $31,175 over two years, to conduct training courses and develop dairy facilities to benefit some 50 small farm families near Oruro. (BO-254)

Centro de Servicios Múltiples de Tecnología Apropiada (SEMTA), $107,950 for three years, to design and disseminate appropriate technologies such as solar greenhouses, well-driven pumps, and ventilated silos to benefit 3,000 small farmers from 60 communities in northwestern Bolivia. (BO-256)

Centro de Estudios Sociales (CENDES), $50,900 over six months, to identify educational and cultural resources in the nongovernmental sector to support and improve the formal school system; and to survey curricula and facilities in rural teachers' colleges to propose improvements. (BO-257)

Asociación Familiar Campesina de Querarani (ASFACA), $14,400 over three years, for a tractor to cultivate additional hectares of potatoes, *quinoa,* broad beans, wheat, and vegetables by 40 families in the department of Oruro. (BO-258)

Centro de Estudios Jurídicos e Investigación Social (CEJIS), $83,300 over two years, for comprehensive training of 240 representatives from neighborhood youth organizations and field workers from 12 private development agencies in Santa Cruz to improve leadership and analytical skills. (BO-259)

Obras Sociales de Caminos de Acceso Rural (OSCAR), $54,000 for one year, to recruit students and volunteers for an innovative program to build feeder roads and provide health care and training for 1,750 colonist families in the Alto Beni region. (BO-260)

Ayuda para el Campesino del Oriente Boliviano (APCOB), $10,698 over six months, for an educational video about the efforts of the Ayoréode Indians to manage their own development since they emerged from forest life in the 1950s. (BO-263)

Centro de Mujeres Rurales (CEMUR), $100,800 over two years, to train leaders and members of 35 federated women's centers in the Norte de Santa Cruz lowlands in mathematics, health care, agronomy, and other skills. (BO-264)

Fundación para el Desarrollo Integral de Bolivia (FUNDESIB), $52,486 over three years, to test an adult education and training model using tutors for 240 campesinos in the Chaco region. (BO-265)

Centro de Estudios de la Realidad Económica y Social (CERES), $25,000 for six months, to publish 21 books and pamphlets on mining, agriculture, ethnicity, and other topics, and distribute them to practitioners and participants in development programs. (BO-266)

Creative Solutions to Bolivia's Education Crisis

Sandra Wavrick

At CETHA's headquarters in Carmen Pampa, Bolivia, a campesino acquires new skills through an innovative adult education program.

Bolivia is the size of California and Texas combined, with a population of 6.8 million.

Bolivia's school system has faced an ever-deepening crisis in recent years. Teachers' salaries have plummeted, state resources have dwindled, and prolonged teachers' strikes have closed schools for lengthy periods. At the same time, high school educations have become an unaffordable luxury for a growing number of peasants. The IAF has responded by helping organizations explore educational alternatives through a number of experimental, innovative projects.

One such project was conceived by the Centro de Educación Humanística Agropecuaria (CETHA). Thanks to CETHA, campesino adults in the Yungas region of Bolivia now have the opportunity to take high school courses, work toward a degree, and acquire important skills.

CETHA works in one of the most breathtaking and rugged settings in Bolivia. Well known for its controversial coca-leaf fields, the Yungas region is a high mountain valley to the east of the altiplano and the capital city of La Paz. Narrow roads, engineering marvels in themselves, cling to dangerous precipices overlooking deeply cut riverbeds, reducing travel time to a tortuous crawl.

Organized by the Franciscans in 1977, CETHA offers an innovative approach to addressing the area's adult educational problems. The curriculum and methodology of this program, which is currently managed by a group of lay teachers with Franciscan advisors, is the most up-to-date in rural Bolivia. The delivery system is also unique: Teachers reach adults by scheduling classes to coincide with the revolving market days in half a dozen villages. Each day a team of four teachers piles into a jeep and sets out from CETHA's headquarters in Carmen Pampa for a different small town on one of the nearby mountains. Taking

cont. on p. 30

cont. from p. 29

Creative Solutions

advantage of the swarm of buyers and sellers who gather in town on market day from the surrounding communities, the teachers offer classes for several hours in a local facility.

The weekly sessions are based on a tutorial system in which teachers examine take-home assignments and provide students with individual help. Students pace themselves, advancing at their own rate. Diagnostic tests are administered periodically. Some 600 students are expected to participate in the program during the next two years.

With this grant of $49,590 from the Inter-American Foundation, the Centro will expand its activities to offer, at its headquarters in Carmen Pampa, a two-week course in agriculture, animal husbandry, weaving, tailoring, traditional medicine, and leadership. Teachers will work with similar educational programs in Bolivia through seminars, conferences, and networking events in order to promote additional educational opportunities for rural communities during this period of crisis, and beyond. (BO-248)

—Kevin Healy

Cooperativa Agropecuaria Comercialización Santa Marta, $66,089 over three years, for a small-farmer cooperative in the tropical lowlands to open a rice mill and a marketing service for approximately 1,000 colonist families. (BO-268)

Cooperativa Agropecuaria "Tropical," Ltda., $46,811 for three years, to organize a self-managed enterprise using ecologically sound methods for cacao and lumber production. (BO-269)

Acción Internacional por la Salud-Bolivia (AIS-Bolivia), $12,550 for one year, to open a small documentation center, and produce two journals and five bulletins on community health and medicinal care for distribution to health workers throughout Bolivia. (BO-272)

Universidad Católica Boliviana, $99,750 over 16 months, to reintroduce the pre-Columbian technology of raised-field agriculture in communities near Lake Titicaca to test the system's ability to raise crop yields and resist frost, as well as its sustainability. (BO-273)

Centro de Estudios de la Realidad Económica y Social (CERES), $9,900 for six months, to complete a study of La Cooperativa Minera Kami, the largest cooperatively managed tin mine in Bolivia, and to publish and distribute the results. (BO-274)

Supplemental Grants over $10,000

Radio San Gabriel, $16,500, to complete a training program for women promoters in a community health program in the highlands near Lake Titicaca. (BO-072)

Acción Rural Agrícola de Desarrollo Organizado (ARADO), $125,252, for credit, technical assistance, training, and expanded infrastructure to improve the sheep herds of 250 small farmers in two Andean provinces. (BO-194)

Taller de Investigación y Formación Académica y Popular (TIFAP), $37,560, for grants in nonacademic research on community development topics, and to disseminate findings through seminars, audiovisuals, and pamphlets. (BO-209)

Unión Nacional de Pequeños Ganaderos (UNAPEGA), $33,650, to consolidate a network of seven veterinary and agricultural supply stores serving 1,450 small farmers; and to train leaders of affiliated member organizations. (BO-214)

AVE, $38,650, to produce and disseminate slide shows on public health, agriculture, nutrition, and women's participation in development, and present them to community groups throughout Cochabamba Department. (BO-218)

Acción Cultural Loyola (ACLO), $11,800, to strengthen an indigenous organization of 100 rural women weavers in the impoverished northern provinces of Chuquisaca Department. (BO-222)

El Taller de Música Arawi, $19,379, to continue a training program in Andean music for representatives from cultural centers and music groups in the low-income barrios of La Paz. (BO-225)

Centro de Comunicación y Desarrollo Andino (CENDA), $26,850, to continue an integrated rural development program in health, reforestation, soil conservation, and community research. (BO-229)

Sub-Cultural de Cooperativas Agropecuarias Villa Paraíso (SUCAP), $25,400, to continue a rural development program to improve transportation, marketing techniques, and agroprocessing. (BO-231)

Centro Boliviano de Investigación y Acción Educativa (CEBIAE), $40,000, to expand a small development assistance fund for providing micro-grants of under $5,000 per year to emerging organizations of the rural and urban poor. (BO-240)

Colonia Pirai, $10,035, to expand kitchen and dining facilities in a vocational high school that provides training in agronomy and metalworks for abandoned street children and peasant colonists in Santa Cruz Department. (BO-251)

Miguel Sayago

This Chilean seaweed gatherer learned marine resource management from Estudios Agrarios Ancud, on the island of Chiloé.

Chile
New Grants

Taller Imágenes, $45,217 for one year, to produce a documentary on Chile's Aymara community from the perspective of Aymara women, and distribute the film for training and cultural programs by Aymara and development organizations in Chile and Bolivia. (CH-407)

Centro de Educación y Desarrollo de la Educación (CIDE), $104,026 over 42 months, to work with a local development institution to train 160 rural youths in vocations such as orchard and vineyard care so that at least four youth groups can establish enterprises. (CH-412)

Instituto Carlos Casanueva (ICC), $28,266 over three years, to establish a training and support center for 100 leaders of community groups involved in soup kitchens, self-help housing, and small enterprises in Santiago's low-income neighborhoods. (CH-415)

Vicaría Zona Centro, $66,684 for two years, to train some 600 poor women, jobless youth, and leaders of local mutual-aid groups in administration, management, marketing, and job skills. (CH-417)

Centro de Capacitación y Experimentación en Tecnología Apropiada (TEKHNE), $60,028 over two years, for training in appropriate technology to approximately 270 leaders of neighborhood mutual-aid groups and microenterprises in the Santiago metropolitan area. (CH-430)

Cooperativa Campesina Intercomunal Peumo, Ltda. (COOPEUMO), $77,378 for three years, so that a cooperative of 400 small farmers in a fertile valley of central Chile can help members and neighbors avoid health and ecological damage from pesticides by proper selection and handling of chemicals. (CH-438)

Agencia para el Desarrollo Millapel (AGEDES), $94,400 for three years, to enable a community of 80 families in the arid, eroded IV Region make better use of scarce water, firewood, and other resources. (CH-443)

SUR Profesionales Consultores, Ltda., $58,355 over four years, to coordinate efforts with the Bishopric of San Felipe, local agricultural businessmen, and farm worker representatives in the fruit-growing Aconcagua Valley to establish a service center for migrant laborers. (CH-444)

Supplemental Grants over $10,000

Vicaría de la Solidaridad, $42,950, to collect and analyze data about its 12-year experience assisting mutual-help organizations in Santiago, which by 1987 had grown to include some 2,700 groups with 77,000 participants; and to disseminate the results. (CH-324)

Universidad Católica de Chile, Facultad de Ciencias Sociales, $21,600, to edit and publish three books on seasonal farm workers in Chile. (CH-364)

Vicaría Zona Norte, $88,500, to support 36 community groups carrying out recreation activities in northern Santiago; to train adolescents and young adults; and to analyze the Vicaría's 10-year experience of working with mutual-aid groups, and disseminate the results. (CH-384)

Sociedad de Tejenderas de Putaendo, $26,170, to increase working capital, and for training in finance, management, design, and marketing for 60 rural women artisans. (CH-387)

AGRARIA, Ltda., $24,800, to provide technical assistance to 10 more communities with 180 farmers, and to study the feasibility of small farmers from the Linares region growing fruits and vegetables for export. (CH-392)

Programa de Economía del Trabajo (PET), $153,980, for technical assistance and training in management, accounting, marketing, and finance to approximately 1,000 urban community groups involved in productive enterprises, housing associations, and food production and distribution efforts. (CH-394)

Centro de Investigación y Planificación del Medio Ambiente (CIPMA), $20,500, to continue technical assistance, training, and linkage to credit and marketing institutions for communities in the La Florida section of Santiago; and to evaluate strategies for working with low-income urban communities. (CH-395) ■

Robert Bowman

Technical assistance from ARADO helped this altiplano farmer from Los Andes, Bolivia, modernize his sheep-raising techniques.

Office for Brazil

Marta Baião

In São Paulo, Brazil, Rede Mulher's coordinating team discusses strategies for combating problems affecting low-income women.

New Grants

Rede Mulher, $192,474 over three years, to strengthen existing local women's organizations, provide leadership training, and address problems affecting 8,000 lower-income women from the centerwest and the southeast of Brazil. (BR-647)

Associação Cristã de Base (ACB), $133,364 over two years, to provide technical assistance, leadership training, and farm equipment to over 450 small farmers in Ceará State. (BR-666)

Federação de Associações de Moradores de Bairros e Favelas de Fortaleza (FBFF), $74,145 over 18 months, to carry out an adult literacy and leadership training program for 600 representatives of 20 slum dwellers' associations in Fortaleza. (BR-667)

Associação de Artesanato "Cio da Terra," $46,650 over one year, for production and marketing assistance to increase the output of patchwork handicrafts by a group of 70 women artisans in Recife. (BR-668)

Centro das Mulheres do Cabo (CMC), $59,339 for two years, to train 10 local health promoters, and provide preventive health education and services to the impoverished community of Juçaral in the sugar cane-growing region of Pernambuco. (BR-669)

Centro de Apoio à Atividades Econômicas Informais (CAT), $167,480 over two years, to provide loans and technical and promotional assistance to 816 small-scale artisans and street vendors in Porto Alegre. (BR-670)

Instituto de Estudos Monteiro Lobato (IEML), $102,489 over 18 months, to provide an association of 150 artisans in the Vale do Paraíba region of São Paulo State with working capital and technical assistance to improve quality control and marketing. (BR-671)

Instituto de Estudos Sócio-Econômicos (INESC), $71,562 over 18 months, to consolidate and expand its civic education program by channeling information and distributing publications on the Brazilian National Congress through a network of over 350 base and intermediary organizations. (BR-672)

Centro Brasileiro de Análise e Planejamento (CEBRAP), $65,746 for one year, to conduct a study, develop a data bank, and produce a video on the impact of large-scale development projects in northeast Brazil. (BR-674)

Associação de Estudos, Orientação e Assistência Rural (ASSESOAR), $79,460 over two years, to carry out an alternative technology program that will provide technical and organizational assistance to nearly 400 small farmers in southwest Paraná State. (BR-675)

Associação Brasileira Interdisciplinar de AIDS (ABIA), $105,839 over two years. See box on page 34. (BR-676)

Centro de Defesa dos Direitos Humanos "João Pedro Teixeira" (CDDH/PB), $119,424 for three years, to provide technical and organizational assistance to groups of small-scale producers in the interior of Paraíba State. (BR-681)

Casa da Mulher do Nordeste (CASA), $78,040 over two years, to consolidate its institutional structure and expand its technical and promotional services to some 500 impoverished rural women in Pernambuco State. (BR-682)

Protecting the Poor Against AIDS

The problem of AIDS is not limited to the developed world: It is a growing threat in Latin America as well. In Brazil, the epidemic has spread rapidly, and the country now ranks among those nations with the highest number of reported cases.

In 1986, a group of concerned doctors, public health specialists, and social scientists founded the Associação Brasileira Interdisciplinar de AIDS (ABIA), a nongovernmental organization based in Rio de Janeiro, to stem the spread of AIDS in Brazil. Headed by sociologist Herbert de Souza, himself a hemophiliac and an AIDS carrier, the group has joined governmental and other independent efforts to disseminate more reliable information on the disease and its prevention.

The present number of AIDS cases in Brazil is over 4,600—and the figure is doubling every 10 months. While this poses a serious health problem for the nation as a whole, it probably underestimates the threat because of the high rate of unreported cases (estimated by the Ministry of Health to be about 50 percent) and the spread of the disease to the country's large impoverished population. Research carried out by ABIA has shown that AIDS is transcending social, cultural, and economic boundaries, and has become an increasing problem among the poor, a problem worsened by already substandard living conditions and inadequate public health services.

ABIA recently organized a national education campaign, funded in part by a grant of $105,839 from the IAF, that targets low-income women, construction workers, adolescents, and other potential risk groups. After consulting with employers, community associations, and women's groups, ABIA produced and disseminated flyers, posters, and booklets dealing with AIDS and the poor, as well as videos and slide shows illustrating the information contained in the booklets. These audiovisuals have been shown widely at factories, schools, and health posts. The health department in Toronto, Canada, has also recently adapted these materials for use in its own campaign against AIDS in the city's Portuguese-speaking immigrant communities.

ABIA plays an important networking role through its contacts with national and interna-

Instituto de Ação Cultural (IDAC), $98,640 for two years, to train 300 public health workers; offer legal assistance/education to 10 slum communities; and evaluate IDAC's role as a grassroots support organization in Rio de Janeiro. (BR-684)

Instituto de Estudos da Religião (ISER), $194,822 over two years, to produce and disseminate videos on successful community development projects and on broader issues related to the poor in Rio de Janeiro and throughout Brazil. (BR-688)

Associação dos Pescadores do Choró (APC), $24,873 over 18 months, to provide 31 freshwater fishermen in rural Ceará State with working capital, equipment, and technical assistance in the areas of production and marketing. (BR-689)

Supplemental Grants over $10,000

Escola Paulista de Medicina (EPM), $107,000, to consolidate and expand community medicine internships and neighborhood outreach activities on the outskirts of São Paulo. (BR-532)

Fundação Educacional Padre Landell de Moura (FEPLAM), $112,509, to consolidate and expand its community outreach program that provides educational and promotional services to 22 rural women's groups in Rio Grande do Sul State. (BR-595)

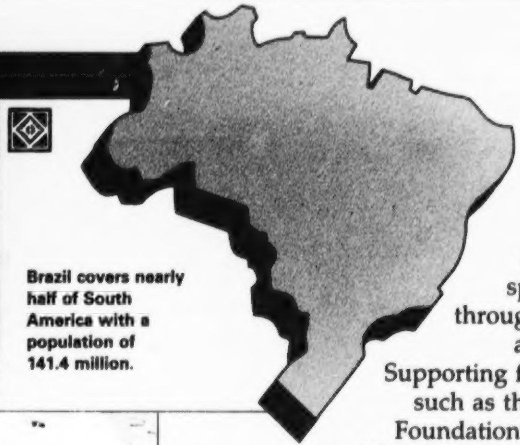
Centro de Estudos e Apoio às Escolas das Comunidades (CEAEC), $51,718, to expand

CISCO
MARIO

Courtesy ABIA

Marcos de Souza works on ABIA's names project, which commemorates Brazilians who have died of AIDS.

tional organizations, as well as through participation in international conferences and forums. However, the organization's greatest impact may well be in the area of public advocacy. For example, the Brazilian Congress recently enacted emergency legislation to regulate privately owned blood banks, since the spread of AIDS through transfusions of untested blood has been one of the leading causes of contamination in the country. ABIA is credited for playing a decisive role in sparking this measure through its effective public awareness campaign.



Brazil covers nearly half of South America with a population of 141.4 million.

Supporting far-reaching activities such as these fits well into the Foundation's strategy for Brazil. With limited funds to work with in a country that covers nearly half the land mass of South America, priority is given to innovative projects that have strong potential for replication and are likely to have either a regional or national impact. Health projects, as in the case of ABIA, tend to emphasize prevention and education, thus reaching a wider audience and maximizing resources.

AIDS has been called the most serious public health threat of the twentieth century. ABIA had the foresight to address the problem creatively at its onset, in the process generating important lessons about the role nongovernmental organizations can play in carrying out large-scale public health education programs. (BR-676)

—John Garrison

cultural and educational activities in nine lower-income community schools in Olinda. (BR-624)

Instituto Paranaense de Desenvolvimento Econômico e Social (IPARDES), $23,928, to conduct a comparative study of the state government's community development programs in Paraná State. (BR-635)

Centro Josué de Castro (CJC), $84,957, to complete its research-action project on literacy training for impoverished fishermen and their families in Pernambuco State. (BR-640)

Fundação de Apoio à Pesquisa e à Extensão (FUNAPE), $28,400, to consolidate and expand its program of providing infrastructure and technical assistance to microenterprises in Guarabira, Paraíba State. (BR-642)

Associação Comunitária de São Bernardo do Campo (ACC), $62,500, to complete construction of an industrial kitchen and to obtain needed technical assistance. (BR-649)

Fundação Rural Desenvolvimento Social, $44,838, to expand its rural extension program of technical and organizational assistance to a greater number of small farmer organizations in rural Ceará. (BR-650)

Centro de Defesa dos Direitos Humanos "João Pedro Teixeira" (CDDH/PB), $12,000, to consolidate its community health program, and provide working capital and technical assistance to artisans in Boqueirão, Paraíba State. (BR-662) ■

Office of the Caribbean

Dominican Republic
New Grants

Asociación para Inversión y Empleo (ASPIRE), $82,685 over three years, for credit and technical assistance to small business ventures in Villa Altagracia, 40 kilometers northwest of Santo Domingo, an area economically weakened by the closing of a large sugar refinery. (DR-183)

Centro de Organizaciones de Interés Social (CEDOIS), $67,000 for one year, to establish and administer a development fund to provide small grants and loans to emerging organizations of the rural and urban poor. (DR-184)

Cooperativa de Servicios Múltiples "Amor y Paz," $24,335 for one year, to purchase inventory, hire and train personnel, and establish a centralized warehouse to support five new small consumer stores. (DR-197)

Mujeres Necesitadas de Colonia Mixta, $20,315 for one year, to construct 118 cement-block latrines to improve public sanitation in the community. (DR-198)

Mujeres en Desarrollo Dominicana, Inc. (MUDE), $256,790 over three years, for training, technical assistance, and credit to support the development activities of 135 groups, with a membership of 3,195 women, in the central provinces of the country. (DR-199)

Plan Cordillera, $82,300 over three years, for training and technical assistance, and to open four nurseries so that 43 rural groups representing 700 small farmers in the central highlands can diversify crops and reforest barren mountain slopes. (DR-200)

Asociación de Ganaderos de la Sierra (AGALASI), $42,345 over two years, to build a training center and to revitalize declining agricultural production in the northern highlands region by providing training and technical assistance to small-scale cattlemen and farmers. (DR-201)

Grupo Pro-Educación Integral del Campesino, Inc. (GRUPEIC), $20,300 for one year, to publish a monthly newspaper containing articles written by and for campesino groups in the southwest of the country; and for four training seminars in newspaper reporting and photography. (DR-203)

Centro Dominicano de Organizaciones de Interés Social (CEDOIS), $16,500 for one year, for a conference on international cooperative assistance to social development agencies to help formulate programmatic strategies for effective utilization of resources. (DR-207)

Supplemental Grants over $10,000

Asociación de Caficultores "Juncalito," Inc., $22,130, to capitalize a production credit program for 307 members of this coffee growers' association. (DR-085)

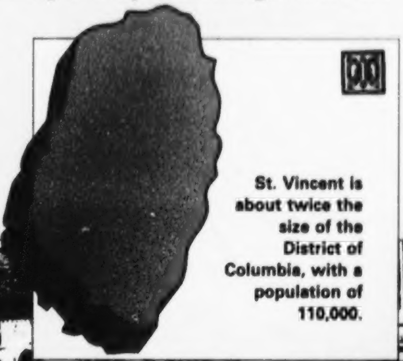
Asociación para el Desarrollo de San José de Ocoa (SJO), $47,200, to expand the number of rural women's groups receiving assistance for gardening and small livestock projects to generate income and improve family diets. (DR-104)

Asociación de Grupos Solidarios Dominicanos (AGSD), $11,610, to buy parts and tools to construct 60 *triciclos;* and to renovate a storage facility and provide training and technical assistance to consolidate a new microenterprise for manufacturing three-wheeled delivery carts. (DR-139)

Traffickers Organize to Improve Marketing for St. Vincent

In Jamaica they are called "higglers," in Dominica "hucksters," and in St. Vincent they are known as "traffickers." For years these small-scale agricultural traders, traditionally women, have maintained an informal commercial network among the Caribbean islands.

These intrepid entrepreneurs earn their living by buying local vegetables, fruits, and rootcrops from small farmers and selling the produce to customers in surrounding islands. Taking advantage of opportunities in neighboring countries that sometimes have stronger economies, lower food production, or produce different crops because of small variations in climate, they keep money circulating within the region, and make nutritious, local foods available to poorer consumers. But in recent years, the forces of modernization have compelled the previously independent traders to adapt to a more complex and competitive industry.



St. Vincent is about twice the size of the District of Columbia, with a population of 110,000.

Their work has always been difficult. Dangerous voyages by sea threaten their produce and sometimes their lives. Working on the docks and streets of foreign cities, trying to protect themselves and their goods, these traders have long valued self-reliance. However, modern bureaucratic requirements, such as visas, passports, agricultural certificates, and shipping bills-of-lading, have combined with increasing competition from supermarkets to force them to consider working together in a formal organization that would minimize the contemporary bottlenecks of the trade.

St. Vincent, like many Eastern Caribbean countries, has traditionally depended on agriculture for employment. Bananas are the main export crop, but small farmers considerable

cont. on p. 38

MURRAY
MURRAY

Mitchell Denburg

TSBA members in St. Vincent load bananas for export to nearby islands. Their newly formed traffickers' organization draws on the efforts of another IAF grantee, the Dominican Hucksters Association, to improve regional trade.

cont. from p. 37

Traffickers Organize

income growing traditional crops for consumption within the region. It is the traffickers who provide the vital link between these small-scale producers and potential markets on nearby islands.

In 1984, the Foundation began to work with the agricultural traders in Dominica, who had recently formed the Dominica Hucksters Association. That group's success has provided inspiration and guidance for the traffickers in St. Vincent, who (with technical assistance from another IAF grantee, Caribbean Advisory and Professional Services) have developed a plan to improve their own operations.

The Vincentians call their new organization the Traffickers Small Business Association (TSBA). With assistance from the government of St. Vincent and the St. Vincent Chamber of Industry and Commerce, and a grant of $77,439 from the IAF, the 275-member TSBA is setting up a modern, dockside facility to package produce, store materials, hold meetings, and offer training courses. In addition, the TSBA has established a revolving credit fund to help members purchase improved packing materials to prevent damage during transit so that produce can be sold for higher prices.

Combined with the Dominica Hucksters Association, the Traffickers Small Business Association represents a substantial body of economic power operating at the grassroots. This network has the potential to bring about significant changes in agricultural marketing in the region, benefiting not only the traders themselves but also the thousands of small farmers who depend on them. (SV-021)

—Julie Sutphen Wechsler

Federación Campesina Padre José Salvador Fernández, $18,000, to construct a solar-drying patio for its rice mill; and to purchase a threshing machine to improve members' rice harvesting. (DR-167)

Grenada
New Grants

National Development Foundation of Grenada, Ltd. (NDFG), $79,000 for one year, to establish a National Furniture Company to employ 19 people who will be part owners with the NDFG, which will strengthen its marketing services for the woodworking sector of its portfolio and funnel its share of profits into other credit and technical assistance projects. (GR-023)

Guyana
New Grants

St. Francis Mission Forest Producers Cooperative Society, Ltd., $20,850 over two years, for a portable bandsaw mill and accessories to launch a small forest industry project and generate income to support other development activities in a lowland village of 600 Amerindians. (GY-012)

Haiti
New Grants

Cooperative Artisanale de Surprendre, Mare-Rouge (COASMAR), $27,220 over 30 months, to enable this multipurpose cooperative of 1,018 peasants to consolidate its agricultural credit, production, storage, and marketing activities, and sponsor educational seminars. (HA-119)

Association des Technicians de Croix Fer (ATC), $19,515 over 16 months, to support this group of seven agronomists and community development workers who will provide development education, promotion, and agricultural services to 540 small farmers in and around Croix Fer, near the Dominican border. (HA-122)

Association des Groupements de Viala Zone Baudin (AGVB), $45,663 over two years, to help the 300 small farmers in this association of 20 community groups construct a silo for corn, beans, and sorghum; for training in food storage techniques, administration, and bookkeeping; and for a grain storage and marketing program. (HA-124)

Komite Developmen de Legliz AEM de Momben Krochi (KODEV), $84,927 over three

Office for Central America

Belize
New Grants

Patchakan Farmers Cooperative Society, $24,000 for two years, to clear 60 acres of jungle to plant rice and beans; to purchase hulling equipment and silos to process and store crops; and to increase the society's membership and train Mayan farmers throughout the region. (BE-063)

Buena Vista Grain & Dairy Cooperative Society, $33,000 over two years, to improve 100 acres of pasture with fencing, irrigation, and corrals; and to purchase 40 cattle to breed steers for market and to produce milk for family consumption. (BE-064)

Port Loyola Home Builders Cooperative Society, $42,000 over three years, to capitalize a revolving fund so that 45 women heads-of-household who have obtained lots in a poor section of Belize City can begin purchasing materials and constructing two-bedroom homes. (BE-079)

Toledo Maya Cultural Council, $9,000 for two years, to hire two outreach workers to increase communication among, and create an agenda of self-help development possibilities within, 27 Mopan and Kekchi Mayan villages in the Toledo District. (BE-081)

Supplemental Grants over $10,000

National Development Foundation of Belize (NDF/B), $180,000, to increase revolving credit funds earmarked for strengthening small businesses supporting tourism; and for making crop loans to individual farmers, including 80 refugee farmers to purchase supplies to grow kidney beans and participate in a government-assisted production and marketing program. See box on page 41. (BE-053)

Costa Rica
New Grants

Federación Regional de Cooperativas de Pesca, R.L. (ORCOOPES), $76,700 over two years, for expanded financial management and technical assistance programs; and for a refrigerated truck to market the catches of nine fishing cooperatives along the Gulf of Nicoya and the Pacific coast of Guanacaste Department. (CR-230)

Asociación de Productores Agrícolas y de Comercialización (APACO), $38,000 over two years, to buy a truck, expand a working capital fund, and obtain technical assistance for an association of 40 small farmers in the coffee-growing region of León Cortés. (CR-235)

Cooperativa de Pescadores de Tárcoles, R.L. (COOPETARCOLES), $31,000 for two years, to obtain two ice-making machines and five portable cold storage units to preserve catches; and to increase working capital for the expanded sale of nets, bait, ice, and other supplies to members. (CR-236)

Asociación de Productores Industriales y Artesanales de Golfito (APIAGOL), $30,484 over 18 months, to provide credit, training, and technical assistance to 260 microenterprises and 100 solidarity group members. (CR-237)

Asociación de Agricultores Los Lagos (Los Lagos), $29,200 over two years, for a revolving credit fund to help small farmers grow nontraditional cash crops, such as pineapple and passion fruit. (CR-238)

Asociación de Conservación y Promoción de las Artes y Tradiciones Populares (ACPATP), $57,566 over two years, to establish a training, production, and marketing program for peasant women and Indian artisans in 14 rural communities. (CR-239)

Credit for Refugee Farmers in Belize

Nestled among the troubled countries of Central America, peaceful Belize is a haven for refugees. Indeed, with only a small population of its own, Belize now has more refugees per capita than any nation in the world. When the flood of immigration began a decade ago, the United Nations High Commission on Refugees (UNHCR) set up camps on land donated by the Belizean government, and the Valley of Peace was born. But after a few years, the government saw that this epidemic problem required more comprehensive and long-term solutions, and it sought progressive ways of incorporating the immigrants into Belizean society.

The government took over from the UNHCR, offering services to new migrant families. With guidance from the Department of Cooperatives, residents organized the Valley of Peace Agricultural Transport and Services Cooperative. Most of the approximately 100 families that joined the co-op were Salvadorian refugees—hard working rural people who spoke no English and did not understand how things worked in this Anglo-Caribbean society.

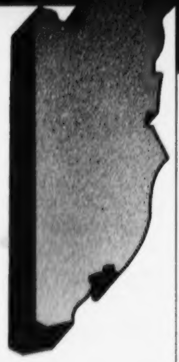
At the same time, the Belizean government was struggling to strengthen its economy by better using the country's vast agricultural resources. In 1987, following years of importing costly food staples, the government sought to increase domestic production of beans to substitute for imports and, hopefully, to generate a surplus to bolster foreign exchange. In a bold move, government officials offered crop loans and a marketing guarantee to the new Valley of Peace cooperative if it would grow red kidney beans. It seemed an ideal arrangement.

Then, at the last minute, it was discovered that agricultural development funds the government had borrowed from international agencies could not be used to help the co-op. The terms of lending imposed restrictions that poor farmers, and particularly immigrant refugees, simply could not meet. There was no money. And

cont. on p. 42

Sean Sprague

Salvadoran refugees in Belize package their new cooperative's first harvest of red kidney beans.



Belize, with a population of 166,000, is slightly larger than Massachusetts.

cont. from p. 41

Credit for Refugee Farmers

planting season was only weeks away.

The Minister of Trade, Commerce, and Industry sent an urgent message to the IAF representative, who happened to be in-country. Within a few hours, they had gathered the registrar of cooperatives, the director of the National Development Foundation (NDF), leaders of the farmers' cooperative, and the heads of two rural development organizations working in the Valley of Peace.

The NDF, an IAF grantee, extends loans to poor entrepreneurs. Although its focus is primarily urban, it agreed to serve as the credit mechanism to channel funds to the farmers within two weeks. The cooperative agreed to guarantee the repayment of loans made to any of its members. The Belize Agency for Rural Development, another IAF grantee, agreed to provide technical assistance to the farmers as they produced a new crop. Agronomists from the Christian Reformed World Relief Committee would help them. The government agreed to sell the beans at a profitable price. All the co-op needed was $40,000—immediately.

The Foundation representative conferred with his supervisor and the funds were promised within a week. The NDF made $500 loans to 80 families so they could buy seeds and supplies. They added their own meager savings, and the beans were planted. As with most projects, there were traumatic moments. Torrential rains damaged the crop and marketing did not go as smoothly as some would have liked. Nevertheless, these determined farmers produced 1,200 hundred-pound sacks of beans for market, two-thirds of which were exported. No one defaulted on a loan, and most of the families are now receiving second-round credit assistance from the NDF. From the modest profits of the red kidney bean project, the co-op purchased a new truck and is helping its members diversify into other market crops. And, importantly, the Foundation's grant to the NDF continues to revolve and finance the market ventures of poor, struggling farmers in Belize.

The problems with a consortium involving government agencies, an international donor, private development organizations, and peasant farmers cannot be underestimated. But, this was worth the effort. A spirit of cooperation and the ability to move quickly made it possible. (BE-053)

—*Jan Van Orman*

Asociación Agroindustrial de Conservas Chantú (Chantú), $11,000 for two years, to build, equip, and operate a chili pepper processing plant that will also market production through a private regional distributor. (CR-240)

Asociación CREDIMUJER, $45,255 over 27 months, to expand educational, training, and technical assistance for urban low-income women receiving loans from a microenterprise credit fund. (CR-241)

Asociación de Pequeños Productores de Talamanca (APPTA), $27,295 over two years, for a centralized agricultural supply store to serve more than 2,000 small farmers in Talamanca, an isolated zone on the Caribbean coast above Panama. (CR-243)

Cooperativa Autogestionaria Agrícola Trojas, R.L. (COOPETROJAS), $18,625 over two years, to capitalize a rotating fund to pay for fertilizers, pesticides, and labor costs on the cooperative's coffee farm; and to market production. (CR-244)

Supplemental Grants over $10,000

Fundación Integral Campesina (FINCA), $174,352, for technical assistance and training to strengthen 40 rural credit and marketing committees representing 1,000 small farmers and artisans in the Southern Pacific zone. (CR-224)

Asociación de Mujeres de Acosta (AMA), $50,900, to buy a large building to expand a marmalade business, and house a tortilla franchise, a small AMA-owned grain mill, and a garment-making enterprise. (CR-231)

Guatemala
New Grants

Consejo Comunal de Chicorral, $16,500 for one year, to capitalize a loan fund for growing corn and beans, benefiting 98 of the community's poorest families. (GT-168)

Movimiento Campesino Independiente (MCI), $92,700 over one year, for credit and educational and training activities to improve yields from traditional crops and diversify production, benefiting approximately 350 small farmers. (GT-170)

Asociación de Mujeres Indígenas Zunilenses, $58,400 over two years, for a training center to teach weaving, sewing, and shoemaking; to provide the technical assistance and equipment needed to enable trainees to organize and administer small enterprises; and to develop and implement a marketing strategy for the group's production, benefiting 90 Indian women and their families. (GT-174)

Centro de Recuperación Nutricional, $18,400 over two years, to train 25 young indigenous women in Chisec as health and social promoters, indirectly benefiting approximately 10,000 of the area's K'ekchi Indian population. (GT-175)

Cooperativa Agrícola Integral "Santa María," R.L., $43,700 over two years, for credit, training, and technical assistance so that approximately 200 Ixil Indian families can increase honey production. (GT-176)

Asociación de Desarrollo Educativo Social y Económico (ADESE), $145,000 for two years, to organize and implement programs in five villages in the municipality of Chichicastenango that will provide potable water, boost agricultural yields, generate income for artisans, build classrooms, and provide basic community services for approximately 1,000 families. (GT-177)

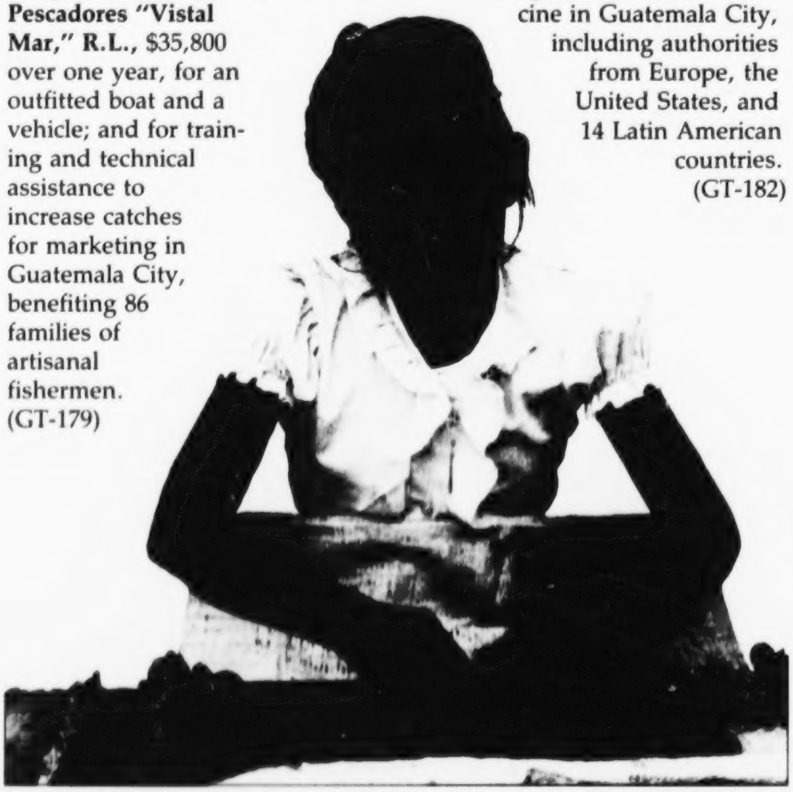
Instituto Indígena de Varones "Santiago," $67,300 for one year, to test a new educational model that combines training in craft production and agronomy with basic pedagogical and research skills to prepare 220 rural teachers. (GT-178)

Cooperativa Integral de Pescadores "Vistal Mar," R.L., $35,800 over one year, for an outfitted boat and a vehicle; and for training and technical assistance to increase catches for marketing in Guatemala City, benefiting 86 families of artisanal fishermen. (GT-179)

Sindicato de Trabajadores Agrícolas Independientes de Pachay Las Lomas, $49,300 over two years, for credit to grow seed potatoes; and for training and technical assistance to increase yields, diversify crops, and market weavings to benefit some 190 indigenous families. (GT-180)

Centro de Integración Familiar (CIF), $60,200 for three years, to start a school for industrial sewing and an advanced program for custom-tailoring, benefiting approximately 450 women. (GT-181)

Centro de Estudios de la Sciencia Naturista Hunab-Ku, $12,900 for one year, to co-sponsor a six-day congress on natural medicine in Guatemala City, including authorities from Europe, the United States, and 14 Latin American countries. (GT-182)


Sean Sprague

A Guetemalan girl from the Centenaria Casa de la Cultura de Zacapa skillfully rolls tobacco for cigars.

Centenaria Casa de la Cultura de Zacapa, $52,450 over two years, for credit, technical assistance, and training so that 90 women from the Maguey, Terrero, and Trementina communities can upgrade their cigar production and marketing. (GT-183)

Cooperativa Agrícola Integral "Chichán," R.L., $31,150 over one year, for credit to grow garlic and build a warehouse to improve marketing; and to streamline co-op administration, benefiting 26 Mam Indian families. (GT-184)

Asociación Cooperación para el Desarrollo Rural de Occidente (CDRO), $150,100 over two years, for a working capital fund allowing 20 artisan groups to buy materials and equipment; and to open two outlets to improve quality control and create new markets for approximately 400 artisan families. (GT-185)

Consejo Comunal Chuanoj, $28,000 for one year, to repair and upgrade the local water system to improve public health and raise the crop yields of the community's 2,260 inhabitants. (GT-186)

Asociación Fé y Alegría, $63,250 over three years, to overhaul its training center in Chiantla by installing a water-capture irrigation system, repairing animal pens, buying breeding stock, and obtaining technical assistance to boost crop yields. (GT-187)

Fundación para la Educación y Desarrollo Integral (FUNDACEDI), $93,000 over one year, for credit and training so that three communities in El Islote, Taxisco, can grow, process, and market *loofa,* a cucurbitaceous plant used as a sponge when dry; and to help local women start four microenterprises for simple value-adding processes, benefiting approximately 75 families. (GT-188)

Cooperativa Agrícola Integral Las Canoitas, $51,200 for one year, to start a revolving fund for growing broccoli, carrots, and cabbage and marketing produce in nearby Guatemala City, benefiting 26 small farm families. (GT-189)

Cooperativa de Producción Artesanal "Santa Clara," R.L., $22,175 over two years, to revitalize its basket weaving and marketing operations, and to start a chicken-raising project to raise supplementary income for the area's 225 artisans. (GT-190)

Supplemental Grants over $10,000

Centro de Autoformación para Promotores Sociales (CAPS), $46,475, to align staff salaries with the prevailing scale in Guatemala. (GT-138)

Asociación Pro-Mejoramiento de Desarrollo Integral Tz'olojche', $19,000, for a truck and office equipment to market the production of a clothing factory, and to streamline project administration, benefiting 500 Chicaxul, Chiaj, and Chilopéz families. (GT-149)

Asociación Pro-Desarrollo Ixchiguanense, $44,750, for training in shoemaking, tailoring, weaving, masonry, and carpentry to start family enterprises; and to promote crop diversification and basic preventive medicine in a community of 950 Mam Indian families. (GT-165)

Asesoría Centroamericana de Desarrollo (ACAD), $38,100, to provide some 50 Guatemalan grassroots organizations with technical assistance and to help them locate funding sources. (GT-172)

Instituto Indígena de Varones "Santiago," $23,050, to continue to experiment with a new model designed to more adequately prepare 220 Indians as rural teachers. (GT-178)

Honduras

New Grants

Fábrica de Muebles "El Esfuerzo," $22,000 for one year, to retool a carpentry shop for mass production so that 20 woodworkers can double their output and manufacture new furniture items. (HO-142)

Grupo Femenino 23 de Mayo, $7,000 for one year, so that a cooperative of 15 women can grow vegetables and buy bulk feed to expand its pig production; and for training in management and animal husbandry. (HO-144)

Centro San Juan Bosco, $72,000 over two years, to enable this center for displaced youth to gear up new production activities, providing on-the-job training while generating income to support a parent-child education program. (HO-146)

Regional de Campesinos, $27,000 over two years, for technical assistance to help 15 farmers' groups plan and manage agricultural production projects; and for a revolving fund that will make its first loans to four groups of coffee growers. (HO-149)

Centro de Estudios y Promoción del Desarrollo (CEPROD), $120,000 over two years, for financial, technical, administrative, and marketing assistance so that 22 groups of peasant women can plan and manage community development and production projects. (HO-153)

Asociación Proyectos del Pueblo (APP), $88,000 for two years, to train the staff of 40 cooperative groups in project management, establish 20 new worker-owned production enterprises, expand the productive capacity of five successful businesses, and help 80 thriving community businesses market their output. (HO-154)

Instituto de Investigaciones Socio-Económicas (IISE), $56,000 for one year, to assist grassroots organizations in planning, implementing, and evaluating projects; and to disseminate project results while providing guidance and administrative support to the IAF in Honduras. (HO-157)

Asociación de Cooperativas Productoras de Chile (ACOPROCHILE), $15,000 for one year, to diversify agricultural production by planting 45 acres of chile peppers; to establish a revolving credit fund; and for training and technical assistance. (HO-158)

Grupo Amigos del Bosque y del Campo (ABC), $22,000 for one year, to design and publish 10 workbooks and a series of posters on conserving the local ecology; and to introduce this subject into 32 local primary and secondary schools. (HO-161)

Federación de Desarrollo Comunitario de Honduras (FEDECOH), $108,000 over two years, to train leaders of 12 village councils in Intibucá; to assist 18 new development groups in Lempira plan and implement community self-help projects; and to form a network of grassroots community organizations to guide future regional development programs. (HO-164)

Supplemental Grants over $10,000

Instituto para el Desarrollo Hondureño (IDH), $111,400, for credit and management assistance so that 22 small groups of independent producers can pool resources to cut costs and reach new markets. (HO-099)

Asesores para el Desarrollo (ASEPADE), $62,573, to consolidate operations in three regional offices that manage a revolving credit fund channeling $500,000 to 800 microentrepreneurs. (HO-102)

Federación Hondureña de Cooperativas Agroforestales (FEHCAFOR), $35,000, to provide opportunities for increased contact among 20 cooperatives implementing an agricultural experimentation and diversification project. (HO-116)

Agua para el Pueblo (APP), $99,000, to assist six rural villages install potable water systems and diversify their agricultural production; and to expand APP's successful Santa Barbara project into neighboring settlements. (HO-120)

Educación Comunitaria para la Salud (EDUCSA), $72,000, to convene a national congress of natural and alternative medicine, inviting representatives of 50 Honduran and international organizations; and to help 10 Lenca Indian villages start community health care programs. (HO-123)

Nicaragua

New Grants

Cooperativa "Francisco Jarquín Martínez," $27,500 for one year, to construct a sty and a feed shed for 350 pigs; and to dig a well, in order to double members' annual family income, provide pork for local markets, and directly benefit 360 people. (NC-132)

Cooperativa "La Lucha," $42,800 for one year, to dig a well and install electricity and a water pump to irrigate the cooperative's rice, corn, and bean fields; and to provide potable water for three neighboring communities, directly benefiting 49 member families and 5,000 other area residents. (NC-134)

Cooperativa "Hermanos Osorio Aguilar," $46,600 for one year, to install a water system to irrigate 50 acres of rice, corn, and beans; and to provide drinking water to 35 co-op families and 3,000 other people. (NC-135)

Instituto Centroamericano de Administración de Empresas (INCAE), $154,000 for one year, to provide 21 leaders of private development organizations with a year of intensive training in advanced management. (NC-136)

Supplemental Grants over $10,000

Cooperativa "Francisco Jarquín Martínez," $39,400, to complete the construction of a pig sty, a well, and buy equipment. (NC-132)

Cooperativa "La Lucha," $75,900, to finish digging a well and installing electricity; and to cover the increased cost of buying a water pump and irrigation equipment. (NC-134)

Cooperativa "Hermanos Osorio Aguilar," $37,600, to finish installing a water system. (NC-135)

Panama

New Grants

Misioneras de María Inmaculada y Santa Catalina de Sena (Misioneras Madre Laura), $33,820 over two years, to defray the operating costs of a training center for 120 indigenous and peasant communities in the Bayano District; and for community social-service and income-generating projects. (PN-128)

Asociación de Usuarios del Sistema de Riego Lajas (Lajas), $189,000 over three years, for credit so that 216 small farmers can plant 310 hectares of rice and improve an irrigation system; and so that Lajas, together with five other organizations, can open an agricultural supply store. (PN-129)

Instituto de Investigación y Educación para el Desarrollo (INEDESA), $126,810 over two years, for training, credit, and technical assistance so that small livestock producers in 81 rural communities in the Coclé region of central Panama can improve their herds and form a regional marketing system, benefiting as many as 40,000 people. (PN-130)

Consultoría y Proyectos, S.A. (CyP), $80,900 for one year, to establish an in-country support (ICS) system whereby CyP will help the IAF identify promising projects, monitor implementation, and evaluate and disseminate the results. (PN-134)

Supplemental Grants over $10,000

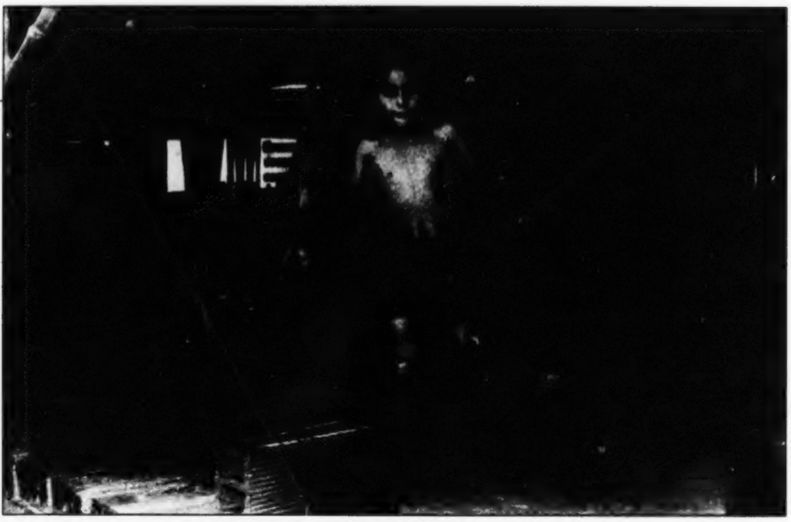
Fundación Pro Iguana Verde, $126,046, to expand a program in central Panama to raise nutritional levels and encourage sound ecological practices by breeding iguanas and preserving their natural habitats. (PN-097)

Instituto de Investigación y Educación para el Desarrollo (INEDESA), $173,865, to continue to administer a fund for providing small grants of start-up capital to new organizations of the rural and urban poor, and production and investment loans to rural cooperatives and producer associations. (PN-110)

Asociación de Empleados Kuna (AEK), $150,000, to strengthen its program of natural resource management, environmental education, and cultural preservation among the Kuna Indians, including maintenance of the Kuna Yala nature park and the construction of a visitors' center at Nugusandí. (PN-111)

Centro de Promotores Sociales, $52,125, to continue to train 216 local leaders in the technical, analytical, and organizational skills needed to plan and manage effective community development activities. (PN-112) ■

Office for Colombia and Venezuela



Manuel Hormaza

Children in Cartago, Colombia, help out at the Ladrillera San José, which produces low-cost building materials for self-help housing.

Colombia
New Grants

Cooperativa San Francisco, Ltda., $30,650 over two years, to open and stock a small pharmacy and veterinary supply store, and to set up a health care service and education program for the co-op's 300 families in a semi-rural area north of Bogotá. (CO-368)

Cooperativa Integral María Occidente, $124,670 over two years, to improve facilities for breeding, harvesting, and marketing fish in order to provide jobs and add a rich protein source to the diets of 10,000 cooperative members and community residents in an area still rebuilding after the 1983 earthquake in Popayán. (CO-373)

Fundación para la Investigación y Desarrollo de Sucre (FIDES), $79,900 over two years, to expand its revolving credit fund and provide technical assistance to low-income rural and urban groups engaged in farming, swine and poultry production, furniture-making, and other small enterprises. (CO-376)

Centro Jurídico Comunitario, $72,000 for two years, to assist self-help organizations in some 15 peripheral barrios of Bogotá in implementing legal education and community development projects for 5,000 urban settlers. (CO-381)

Junta de Acción Comunal de Juntas de Yurumangui, $21,050 over two years, to purchase simple equipment to improve gold-panning techniques; to manage forest resources; and to encourage small family farming to improve local diets. (CO-383)

Asociación de Cooperativas de Educación de Santander, $12,000, to host the Fourth National Congress of Cooperative Schools so that government officials and 400 representatives of Colombia's cooperative school movement can discuss common problems and share insights. (CO-386)

Empresa Comunitaria de Tejedores en Telares Manuales, $38,440 for one year, to improve production facilities and purchase wool and sisal so that a weaving enterprise can increase production of ponchos, blankets, and cloth for domestic and international markets and provide added income for 150 people. (CO-387)

Fundación Natura, $116,300 over three years. See box on page 49. (CO-388)

Fundación Mujer y Futuro, $44,600, for the first two years of a project to provide educational and legal assistance to several hundred women domestic employees, most of them heads of households, in and around the provincial capital of Bucaramanga. (CO-397)

Federación de Cooperativas para el Desarrollo Integral, Ltda. (ACOCREDITO), $15,800 for one year, to develop and test a comprehensive training program in accounting and auditing for 19 affiliated cooperatives in the department of Antioquia. (CO-400)

Asociación Regional de Tabacaleros y Pequeños Productores Agrícolas de Santander y Boyacá (AGROTABACO), $60,500 over three years, to support a diversification program for replacing tobacco as a cash crop by introducing goat-raising and semi-commercial, family vegetable gardens to benefit approximately 1,500 people. (CO-401)

Fundación Servicio Juvenil, $10,000 for one year, so that promising young graduates can improve their language, leadership, and management skills and assume greater responsibility in a program serving some 5,000 street children in Bogotá. (CO-402)

Supplemental Grants over $10,000

Fundación Centro de Investigaciónes Económicas (FUCIE), $17,500, to hire additional staff to provide technical assistance in bookkeeping, management, and administration to traditional artisan groups and microenterprises in the department of Nariño. (CO-260)

Centro de Investigación y Educación Popular (CINEP), $89,500, to continue its research with urban groups in Bogotá on consumption patterns and the relationship of the traditional "family food basket" to health and nutritional needs. (CO-272)

Grupo Precooperativo Unificado de Asesorías y Fomento Socioeconómico, Ltda. (ASFOMENTO), $15,800, to help defray the administrative and operating costs of raising and distributing breeding stock of *cuy*, or guinea pigs, to 500 very low-income families in the rural areas of Cauca Department. (CO-298)

Corporación Diocesana Pro-Comunidad Cristiana, $45,000, to purchase a brick-making machine for a small enterprise program that produces low-cost building materials for low-income housing projects in Cartago. (CO-326)

Fundación para la Capacitación Organizativa de Las Comunidades (FUNCOC), $42,600, to provide technical assistance, education, and training in leadership, accounting, and small-enterprise management to a network of 12 urban and rural community organizations in the department of Bolívar; and to foster new groups. (CO-328)

Cooperativa Hotelera de Boca Grande, $18,845, to complete construction of rustic hotel facilities intended to rebuild the local tourist trade set back by a tidal wave in 1983. (CO-331)

Asociación Cultural de Fusagasugá, $76,600, to continue its work in health care, day care, adult literacy, civic education, and programs for teenagers in 11 barrios of Fusagasugá, south of Bogotá. (CO-334)

Fundación para la Educación Superior (FES), $51,000, to supplement $25,000 provided by FES for capitalizing a joint fund to support small-scale projects proposed by community organizations. (CO-349)

Venezuela
New Grants

Cooperativa Mixta Jusepín, $10,000 over two years, for expanded consumer services and to train its 100 members in cooperativism, accounting, management, and human relations. (VZ-063)

Grupo Cultural El Carmen, $15,000 over 18 months, to expand a training program for producing and selling handicrafts; stock a library for adult literacy and remedial education programs; and revitalize the cultural tradition of this area between the Andes and Lake Maracaibo. (VZ-064)

Fundación Televisora Cultural Boconesa (Teleboconó), $86,000 for two years, to train troubled barrio youth in broadcast television, expand educational and cultural programming, and start an outreach program for community self-help organizations benefiting 400 youth and 10,000-25,000 residents in the state of Trujillo. (VZ-065)

Cooperativa Mixta Isla de Coche, $42,000 over two years, for equipment to improve the marketing of catches, raising the incomes of approximately 1,500 fishermen and their families on the island of Coche. (VZ-067)

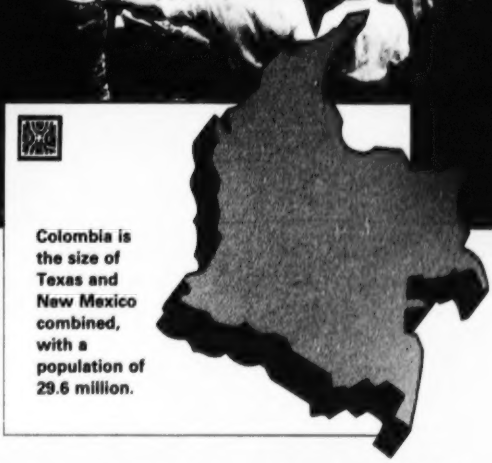
Helping Development Mesh—Not Clash—with Conservation

Dwindling water supplies have forced development institutions in the department of El Quindio to raise their sights—raise them above 6,000 feet—well beyond the scope of any one agency.

Diminished water flow in the Quindio River, which gives its name to this small coffee-growing department in Colombia's central cordillera, concerns not only the municipal authorities charged with meeting urban demand through the year 2020, but also the thousands of small coffee growers who are the backbone of the area's economy, and the nation's conservation groups, who see the dwindling water flow as a result of serious damage to the environment.

Coffee growers plant seedlings to help conserve a vital watershed in the department of El Quindio, Colombia.

Courtesy Fundacion Natura



Colombia is the size of Texas and New Mexico combined, with a population of 29.6 million.

The central cordillera is the most severely deforested and eroded of Colombia's mountain ranges. Clear-cutting of forests for pasture land, overgrazing, and herding have destroyed the topsoil on the rugged hillsides that form the central watershed, defined by the boundaries of the department of El Quindio. This watershed supplies the domestic and industrial needs of two major cities—Armenia and Calarca—on the valley floor, as well as irrigation for the coffee crop grown by small farmers in the temperate zone between 1,000 and 2,000 feet.

Until recently, little heed was paid to the upper reaches of the cordillera, where only peasant homesteaders and cattle ranchers attempted to make a living. But as both municipal agencies and business leaders struggle to meet their clients' needs for water over the next two decades, attention has been focused on the region above 6,000 feet, where remaining cloud forests and stands of native trees capture vital precipitation. The future of the watershed depends on halting erosion, deforestation, and pollution, and restoring tree cover and vegetation to the steep hillsides. This undertaking requires collaboration between the public and private sectors, and a deft combination of technical skills and cultural sensitivity.

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Helping Development Mesh

The catalyst for a pilot program was provided by Fundación Natura, founded in 1984 by Colombian businessmen and civic leaders to conserve and manage Colombia's natural resources. An associate of the The Nature Conservancy, a U.S. conservation organization, Fundación Natura supports biological diversity, but also recognizes the need to protect the livelihoods of those who depend on forests and wildlands. Based on the successful role Natura played in a joint public-private venture in watershed rehabilitation in the neighboring department of Valle, the regional development authorities of Quindio contacted the organization to assist their budding effort to reverse the deterioration of Quindio's watershed. As a result, an autonomous watershed commission was formed to channel the resources and the technical skills of the department's Regional Development Corporation and the private Coffee Growers' Federation, and the environmental and resource management expertise of Natura's staff.

The success of this project depends on the acceptance of the rehabilitation plan by local campesinos, who have settled the upper reaches of the watershed. Any recommended changes in agricultural practices must consciously take into account the immediate needs of the homesteaders, as well as their long-term interests. The IAF's grant of $116,300 to Fundación Natura supports the community outreach and education efforts crucial to the program. Natura will also work with local agencies and grassroots organizations to encourage innovations, such as intercropping and agroforestry, that maintain production without destroying fragile topsoil.

While the damage is already considerable, it is not beyond remedy. The Quindio experiment is a bellwether case for Colombia, one facilitated by excellent baseline data, the self-contained nature of the Quindio watershed, the expertise of Fundación Natura, and the innovative synthesis of public and private sector investment. It is one of a growing number of projects supported by the IAF that helps local development mesh, rather than clash, with the conservation of natural resources. (CO-388)

—Marion Ritchey Vance

Federación de Centros Culturales del Estado de Nueva Esparta (FEDECENE), $29,400 for two years, to build a community center-museum to sell traditional crafts and display the heritage and history of the island of Margarita, enlisting the support of approximately 6,000 Margariteños, particularly youth. (VZ-068)

Fundación Artesanal (FUNDARTESANAL), $17,400 over 18 months, for a small plant to process and sell yucca products such as *casabe*, a traditional staple food, and starch, a by-product, generating income to support programs for some 6,000 landless peasants and Indians in the eastern state of Monagas. (VZ-069)

Centro al Servicio de la Acción Popular, $150,800 over three years, to provide training, technical assistance, and credit to 1,500 microentrepreneurs, including cabinetmakers, seamstresses, shoemakers, repairmen, and mechanics. (VZ-070)

Supplemental Grants over $10,000

Asociación de Desarrollo Integral (ADI), $74,000, for support and coordination of grassroots development organizations and urban microenterprises in the sprawling barrio of Catia, outside Caracas. (VZ-044)

Promoción Socio-Cultural Churuata, $138,500, for community development programs, artisan workshops and enterprises, and training for young leaders grounded in Venezuela's rich cultural traditions. (VZ-047)

Asociación Civil Promoción Social Los Andes (PROANDES), $64,300, to support the agricultural production, diversification, and marketing program of a regional campesino organization in the high Andean area of Mucuchíes. (VZ-049) ■

Office for Mexico and El Salvador

Mexico
New Grants

Centro de Capacitación Musical Mixe, $3,948 for one month, so that Mixe Indian students from a musical school in Oaxaca can travel to the United States and meet with community bands and choirs in four cities. (ME-287)

Unión Regional de Ejidos y Comunidades de la Huasteca Hidalguense (URECHH), $43,710 over two years, to establish a credit union serving at least 2,500 farming families and to provide borrowers with technical assistance and training. (ME-289)

Instituto de Comunicación y Educación Popular, A.C., $69,640 over two years, to provide legal services and training in land tenure, housing, rental property, and urban services to members of 55 low-income neighborhood organizations in Mexico City. (ME-290)

Empresa Rural Copreros de Guerrero, S.A. de C.V. (Copreros), $22,600 for one year, to establish a marketing fund serving at least 100 coconut growers. (ME-291)

Sociedad de Solidaridad Social Ejército "Libertador del Sur" ("Libertador"), $83,780 over two years, to strengthen the marketing of corn, sesame seeds, honey, cattle, handicrafts, and fruit produced by some 1,700 campesinos. (ME-292)

Instituto de Estudios para el Desarrollo Rural Maya (Instituto Maya), $36,500 for one year, to document and disseminate through publications and workshops the experiences of two peasant organizations in managing regional food distribution systems in the state of Guerrero. (ME-297)

Asociación Agrícola Local de Productores de Pimienta, Plátano, Cítricos y Café de los Municipios de Atzálan y Tlapacoyan, $82,620 over two years, to launch a marketing program for 150 members by building a warehouse to store coffee, allspice, and other crops; provide technical assistance and training in production and marketing; and establish a nursery for coffee, allspice, orange, and cinnamon trees. (ME-298)

Miguel Sayago

Coconut growers in Tenexpa, Mexico, will market their crop with the help of an IAF grant.

Unión Nacional de Organizaciones Regionales Campesinas Autónomas (UNORCA), $59,210 over two years, for an office in Mexico City to provide technical services in agronomy and marketing to 30 regional federations and to devise effective strategies for national issues such as price guarantees and rural investment. (ME-300)

Coalición de Ejidos y Comunidades Caficultoras de la Costa Grande de Guerrero (Coalición), $53,500 over two years. See box on page 53. (ME-301)

Unión de Comunidades Indígenas de la Zona Norte del Istmo (UCIZONI), $85,125 over two years, to create a loan fund for productive projects in at least 30 Indian communities; to complete a study of the economic conditions and opportunities on the Isthmus of Oaxaca; and to sponsor workshops on topics such as pest control and traditional and nontraditional production techniques. (ME-302)

Alianza de Organizaciones Campesinas Autónomas de Guerrero (Alianza), $140,400 for one year, for a fund to market coffee, sesame seeds, sorrel, honey, corn, and beans; to open a liaison office in Mexico City; and for training and technical assistance to strengthen organizations serving nearly 12,500 campesino families. (ME-303)

Asociación de Microempresarios Mexicanos, A.C. (MIMEXA), $156,765 over two years, to expand a loan fund; provide technical assistance and training in production and administration; and establish a sales outlet for at least 157 microenterprises. (ME-304)

Supplemental Grants over $10,000

Asesoría Dinámica de Microempresas (ADMIC), $31,500, for a scholarship program to train Mexicans and other Latin Americans in small enterprise development. (ME-227)

Grupo de Estudios Regionales del Estado de Oaxaca (GER), $10,225, to disseminate data through publications and to hold workshops with midwives and public health officials on indigenous systems of maternal-child health care on the Isthmus of Oaxaca. (ME-249)

Sna Jtz'ibajom (SNA), $22,730, to produce four bilingual texts; give puppet theater and taped radio performances in Tzeltal and Tzolzil; and open a small crafts shop in San Cristobal de las Casas, Chiapas. (ME-262)

Servicios de Educación de Adultos, A.C. (SEDAC), $50,200, to expand a credit fund for 55 communities, half of them Otomí Indians in Valle del Mezquital; to offset inflation during construction of a campesino center; and for visits to other campesino centers in Peru and Ecuador. (ME-273)

Bufete de Asesoría Jurídica de los Movimientos Sociales General Guadalupe, A.C. (Bufete), $11,500, to offset inflation costs while training urban and rural leaders in basic legal concepts and procedures. (ME-279)

ANADEGES del Sur Pacífico (ANADEGES-SP), $60,000, to expand a rotating loan fund for 50 rural organizations in the states of Oaxaca and Chiapas. (ME-285)

El Salvador

New Grants

Centro Salvadoreño de Tecnología Apropiada (CESTA), $195,980 over three years, to buy 2,700 unassembled bicycles and train six workers to assemble them for sale to low-income students and urban factory workers using preferential credit terms. (ES-060)

Patronato Pro-Patrimonio Cultural, $144,744 over three years, to train 400 volunteers and hire four promoters to collect, preserve, and disseminate examples of urban culture in Nahuizalco and Caluco; and to assemble a traveling exhibition for displays to reach 67,500 indigenous people in 45 rural areas. (ES-061)

Asociación Cooperativa de Ahorro y Crédito Comunal Agrícola de Paraíso de Osorio de R.L. (ACOPADEO), $124,360 over three years, to manage a rotating fund so that 50 to 60 members can buy dairy cows to improve family diets and generate income to provide working capital for underwriting other lines of credit to 458 members. (ES-062)

Asociación Cooperativa de Ahorro y Crédito y Producción Pesquera Fe y Esperanza de R.L., $117,668 over three years, to hire 75 local workers to clean Lake Olomega of floating lilies; to restock the lake with *tilapia* fingerlings; buy 43 rowboats and build a storage facility for members' catches; and to provide training for preserving the lake. (ES-063)

Asociación de Mujeres Campesinas Salvadoreñas (AMCS), $78,490 over three years, to train 2,675 rural women in literacy, preventive health care, women's rights, and microenterprise administration. (ES-064)

Asociación de Regantes Acequia Las Monjas, $196,027 over three years, to overhaul a 200-year-old indigenous canal and train members to maintain and operate an irrigation system to increase production cycles and diversify crops, benefiting 1,000 indigenous people. (ES-065)

An Alternative Model for Regional Food Distribution in Mexico

Rural Mexico is being rapidly transformed by the country's economic crisis. The Mexican government can no longer afford to provide the many subsidies and services that it once did, and its new austerity plan calls for the divestation of many public enterprises and the elimination of price controls on a variety of crops.

While the government is scaling down or ending many of its services, independent regional peasant organizations are filling the void with programs of their own. One such organization is the Coalición de Ejidos y Comunidades de Caficultoras de la Costa Grande de Guerrero (Coalición). It was formed in 1978 when 15,000 peasant families from 35 *ejidos* in four municipalities of the state of Guerrero organized to stabilize and improve coffee prices, and resolve other local problems. Today Coalición provides its members with consumer and transportation services, and production and marketing assistance. It also manages training programs in communications and organizational development. Through Coalición's efforts, its members have gained access to credit, obtained improved prices for their crops, and acquired agricultural infrastructure, including warehouses and coffee-processing plants.

Over the past four years the Inter-American Foundation has increased its support so that regional organizations could test innovative programs. These organizations are expected to influence regional and/or national policy, and demonstrate within the region how independent groups can successfully provide essential services while representing their members' interests. Coalición will use its IAF grant of $53,500 to fund organizational training, provide financial assistance to women's groups, and to seize a unique opportunity for launching a new system of regional food distribution.

For the first time, the government is transferring full responsibility and ownership of a government service to an independent peasant organiza-

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Mexico is three times the size of Texas, with a population of 81.8 million.
ADELANTE

Miguel Sayago

Coalición members sign a lease with the Mexican government for a food distribution warehouse in Atoyac de Alvarez—the first time a regional peasant organization has assumed full control of a public service.

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An Alternative Model

tion, rather than simply allowing co-management of the program. DICONSA, the government agency responsible for a nationwide food distribution and marketing program called CONASUPO (Compañía Nacional de Substancias Populares), has agreed to hand over control of the regional program to Coalición. This transfer represents the culmination of many years of work by the members of Coalición. First, they organized to request that the CONASUPO program, which was intended to reach the poorest areas of Mexico, be brought to Guerrero. They then insisted that a regional warehouse be established and that CONASUPO be responsible for delivering goods to all communities in the area, including isolated ones. Once the program began, each community established its own store and pricing policies. In many cases communities were able to regulate prices and protect themselves against powerful landowners and middlemen. Finally, once the local stores were financially sound, the communities repaid DICONSA for their original stock, and expanded operations. Now, with full ownership of the regional CONASUPO service, Coalición will control the warehouse, vehicles, stores, and stocks of food as well.

Coalición plans to experiment with an innovative food program that, if successful, could eventually replace CONASUPO. The new program would involve the sale and distribution of consumer items through a system of food baskets, rather than through local stores. The baskets, filled with a two-week supply of basic staples, would give consumers guaranteed access to needed products, eliminate the stocking of nonessential items in local stores, and would require no infrastructure, equipment, or salaries at the community level.

Coalición's food program, organizational training, and women's projects are expected to further strengthen the organization. The members realize that if they are successful, their example will serve as an important alternative model in Mexico, demonstrating that a democratic, grassroots organization of peasant men and women can assume responsibility for regional development. (ME-301)

—Carol Michaels O'Laughlin

Asociación Cooperativa Senzontlac de R.L. (ACOSENZONTLAC), $53,932 over three years, to enlarge a consumer store serving 1,000 urban low-income residents of Sensunapán, buy equipment necessary to stock meat and dairy products, and increase a loan fund. (ES-066)

Asociación Futuro Balsamo de Ayuda Mutua (AFUBAM), $170,370 over five years, to establish a guarantee fund for families unable to qualify for conventional long-term mortgages so that 195 low-income families can rebuild homes destroyed by the 1986 earthquake and establish new communities. (ES-067)

Asociación Cooperativa del Grupo Independiente Pro Rehabilitación Integral (ACOGIPRI), $23,580 over two years, to streamline administration, conduct marketing studies, and open new outlets in order to increase production and sales, and provide jobs for additional disabled workers. (ES-069)

Asociación Cooperativa y Desarrollo Comunal Acodeco de R.L. (ACODECO), $26,040 over three years, to start a small business employing 50 people to produce floor blocks, channeling profits into scholarships, medical care, and a consumer store to benefit members as well as 250 urban low-income youth. (ES-072)

Supplemental Grants over $10,000

Asociación Salvadoreña Pro Salud Rural (ASAPROSAR), $44,700, to extend a health-training program in rural communities of the Santa Ana region. (ES-041)

Asociación Pro-Hogar Permanente de Parálisis Cerebral, $35,000, to complete a construction plan for a production and training facility for disabled individuals, and to purchase raw materials. (ES-044)

Asociación de Ahorro y Préstamo Atlacatl, $103,000, to increase the development fund it manages in response to requests for small-scale grants from nascent low-income groups in El Salvador. (ES-058) ■

Office for Peru and Ecuador

Miguel Sayago

Members of Servicios Integrales in Puno Department, Peru, receive training for designing development projects to boost agricultural yields.

Peru

New Grants

Centro de Estudios, Comunicación, y Promoción Social "La Semilla," $52,400 over two years, for university students and parents' organizations to provide nonformal education to preschool and primary school children in three *pueblos jóvenes* of Lima; and to disseminate project findings. (PU-280)

Asociación para el Desarrollo e Integración de la Mujer (ADIM), $207,596 for two years, to expand training, technical assistance, and credit for microenterprises in metropolitan Lima in order to foster and consolidate 2,000 jobs, up to 80 percent of them for women. (PU-289)

Acción Social y Desarrollo (ASDE), $66,300 over two years, to assist the 106 members of two alpaca-herding cooperatives to expand their processing and marketing of wool and meat; and to offer services to more than 3,000 residents of nearby communities. (PU-291)

Comunidad Campesina "José Ignacio Távara Pasapera," $37,720 for two years, so that a community on the dry coastal plain of Piura Department can refurbish a well to supply fresh water to approximately 345 families and their livestock. (PU-292)

Supplemental Grants over $10,000

Comisión de Coordinación de Tecnología Andina (CCTA), $59,840, for continued training to a consortium of eight rural development institutions engaged in the research and promotion of technologies appropriate to the Andean highlands. (PU-226)

Centro de Apoyo a la Promoción Social (CAPS), $24,200, for technical assistance and training to strengthen two major peasant federations, two cooperatives, and several peasant communities, all of them IAF grantees in the southern provinces of Puno and Arequipa. (PU-233)

Instituto Tecnológico Agrario Proterra (PROTERRA), $127,012, for continued technical and legal assistance to small farmers in the Lurín Valley; and to expand an integrated rural development program to 12 peasant communities higher up the valley. (PU-236)

Instituto Libertad y Democracia, $70,000, to test a pilot property-titling insurance program based on the *hipoteca popular,* or popular mortgage, and to disseminate the results. (PU-240)

Instituto de Salud Hugo Pesce, $47,350, to expand basic medical care for mothers and children by training community paramedicals and conducting a public information campaign in Villa El Salvador, a poor barrio of nearly 300,000 people in southern Lima. (PU-242)

Centro de Estudios para el Desarrollo Regional (CEDER), $63,700, for continued training and technical assistance in animal husbandry and agronomy to strengthen grassroots organizations in Arequipa; and to evaluate the program to determine future needs and funding. (PU-244)

Asociación para el Desarrollo e Integración de la Mujer (ADIM), $17,000, to upgrade a computer system for tracking a growing portfolio of loans to women's microenterprises in Lima; and to cosponsor an international workshop for women development practitioners on project design and implementation. (PU-248)

Habitat Perú Siglo XXI, $190,854, to launch the second phase of a development program for urban squatters in Trujillo by providing organizational support and leadership training to some 50 neighborhood organizations. (PU-249)

Perú-Mujer, $64,150, to expand support for women artisans in the Pamplona Alta area of Lima; to help another group consolidate a knitting enterprise; and to create a marketing team for exporting knitted goods. (PU-252)

Comunidad Campesina de Catac, $12,000, for a peasant community to buy a truck to support its dairy and cheesemaking project. (PU-255)

Fundación para el Desarrollo Nacional (FDN), $51,500, to further capitalize a small projects fund for providing loans and grants to community-based income-generating activities. (PU-259)

Ecuador
New Grants

Confederación de Nacionalidades Indígenas del Ecuador, $44,400 for one year, to devise a development policy agenda for indigenous peoples; to debate and disseminate these policies at a national congress; and to organize international exchanges among indigenous technicians working in lowland projects in Ecuador and Panama. (EC-173)

Asociación de Cooperativas del Cantón Eloy Alfaro, $109,863 over three years. See box on page 57. (EC-179)

Fundación para el Desarrollo de la Microempresa, $220,920 over two years, to strengthen and expand a project for microenterprise development in Guayaquil; and to provide credit, technical assistance, and training to an additional 550 microentrepreneurs in the neighborhoods of Mapasingue and Prosperina. (EC-181)

Instituto de Investigaciones Socio-Económicas y Tecnológicas, $283,800 over three years, for technical assistance, training, and credit to 600 small manufacturing enterprises in the highland city of Ambato; and to strengthen the organizational capacity of the local chamber of artisans. (EC-185)

Corporación de Estudios Regionales Guayaquil (CERG), $48,000 for one year, to study the technology, management, marketing alternatives, and raw materials needs of 250 microenterprises in Guayaquil and Babahoyo in order to design improved systems of technical assistance, training, and credit. (EC-186)

Comuna de Agua Blanca, $23,327 over two years, to establish a commercial pig enterprise so that a community of 40 families can reduce their dependence on nearby forest lands recently declared a national park. (EC-187)

Asociación de Agricultores de La Balsa de Miguelillo, $25,362 for two years, to capitalize an agricultural production fund, open a consumer and hardware store, and build a grain-drying yard for a community of 53 campesino families. (EC-193)

Sistemas de Investigación y Desarrollo Comunitario, $138,340 for one year, to regularly monitor IAF grantees in Ecuador, provide them with training and technical assistance, sponsor networking and informational exchanges, and help evaluate project results. (EC-194)

From Folklore to a Federation of Fisherfolk

Beginning in the late 1970s, Ecuadorian ethnologist Juan García began a quest to rediscover and revive the deep cultural roots of Afro-Ecuadorians. With the help of a grant from the IAF, García and several research assistants traveled the rivers and mangrove estuaries of his native Esmeraldas Province collecting oral histories. By recording and publishing poetry, myths, rituals, and other folklore, he has preserved some of the rich heritage of Ecuador's black people.

A member of ACCEA in Esmeraldas Province, Ecuador, fixes his nets for the day's catch.

Juan García

During his research, García also spoke with small groups of local fishermen and townsfolk, and these talks often led to conversations about community problems. Over time the discussions turned into more formal meetings, and the groups eventually decided to form cooperatives. By mid-1987, 10 of these cooperatives had formed a federation, the Asociación de Cooperativas del Cantón Eloy Alfaro (ACCEA), which hopes to better meet the needs of its member co-ops by using the twin strengths of numbers and organization.

Artisanal fishermen make up eight of the ten cooperatives that belong to ACCEA. The other two were formed by women, many of whom are friends and family of the fishermen. These fisherfolk, like many other artisanal fishing groups throughout Latin America and the Caribbean, have realized that one of the keys to improving their livelihoods is to market their own catches.

With a grant of $125,590 from the IAF, ACCEA has set out not only to do its own marketing, but to increase fish production, set up consumer stores and community first-aid kits, and construct ovens in member communities.

In addition, ACCEA is working to strengthen member co-ops and the federation itself. Courses are being offered in organization building, administration, seafood

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Ecuador has a population of 9.9 million, in an area the size of Colorado.

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From Folklore to Federation

marketing, and outboard motor repair. Co-op members are also receiving training in accounting from a Peace Corps volunteer.

Leaders of ACCEA have also participated in a variety of courses on artisanal fishing offered by government agencies and members of the academic and development community. They have attended events offered by groups such as the Escuela Superior Politécnica del Litoral and the Centro de Planificación y Estudios Sociales, and have conferred with membership organizations such as the National Federation of Fishermen's Cooperatives and other fishermen's organizations in Esmeraldas. ACCEA has also participated in meetings initiated by such groups as Acción Ecológica that bring together local organizations to address pressing resource and environmental issues, such as mangrove and tropical forest management.

What began as informal conversations between a local folklorist and village residents has gradually developed into a significant production and marketing scheme managed by an organization with broad goals that range from training to promotion, and from marketing to resource management. And this all happened in Esmeraldas, a region where countless imported development plans have failed and local organization, if it existed at all, has been problematic. The challenge that lies ahead is to maintain the initial enthusiasm and commitment, and to weather the internal squalls and the larger storms that are brought about by macroeconomic forces. (EC-179)

—Jim Adriance

Fundación Vicente Rocafuerte, $118,300 for 18 months, so that six peasant *comunas* on the Santa Elena Peninsula can diversify crops and start small enterprises to foster jobs in fishing, ceramics, gypsum mining, and other areas to help stem urban migration. (EC-195)

Grupo de Danza, Teatro y Música "Angara Chimeo," $12,550 over two years, so that 24 performers can expand a center for black dance, popular theater, and music in the highland Chota Valley; and for technical assistance and training in cultural preservation and project management. (EC-198)

Supplemental Grants over $10,000

Instituto Radiofónico Fe y Alegría, $41,250, to revise an adult education curriculum, and to purchase new publishing and recording equipment. (EC-105)

Federación de Centros Shuar, $15,950, to host its 25th anniversary assembly, bringing together leaders from 265 Amazonian communities and from some of the poorest and most remote lowland indigenous federations in Ecuador. (EC-114)

Mundo Andino, $21,650, to translate *Where There Is No Doctor*, by David Werner, into Quechua and Shuar for publication and distribution through a training program for community leaders, health workers, teachers, and heads of households. (EC-124)

Cooperativa de Producción Artesana Madres Azuayas, $25,080, to open a wool-dying plant in the town of Cuenca to supply approximately 300 women artisans with low-cost raw materials to operate their knitting and weaving businesses. (EC-133)

Radio Latacunga, $109,600, to expand bilingual broadcasts of educational and cultural programs for nearly 600 indigenous communities in Cotopaxi Province; and to record new material using small taping booths placed in eight centrally located villages. (EC-136)

Unión de Comunidades Indígenas de Flores (UCIF), $46,500, to help 22 member communities open community centers and stores, boost pig and poultry production, and obtain potable water; and for training and technical assistance. (EC-140)

Federación de Cabildos de Licto (FEDECAL), $52,400, to build centralized offices, and to help 28 communities with their consumer stores, bakeries, and other development projects. (EC-142)

Comunidad Jurídica de Llinllín-Centro Cívico, $69,400, to open a cheese factory and six artisan workshops; and for technical assistance and training to streamline management, boost output, and diversify crops in a community of 1,050 families. (EC-144)

Asociación de Organizaciones Campesinas Autónomas de Chimborazo (AOCACH), $53,800, for continued training, technical assistance, and loan guarantees to support production efforts, a veterinary and agricultural supplies store, and to promote the safe use of pesticides and fertilizers. (EC-157)

Confederación de Nacionalidades Indígenas de la Amazonía Ecuatoriana (CONFENIAE), $18,200, to support a biannual congress of 600 representatives for evaluating programs, designing regional development initiatives, and holding elections. (EC-160)

Comité Campesino Proyecto Nazón, $17,600, to expand an agricultural supplies store to serve five new communities; and to cover inflation costs for equipment to artificially inseminate dairy cattle. (EC-171)

Fundación Guayaquil, $12,800, to establish a feedback system to evaluate the impact of a microenterprise development program in Guayaquil. (EC-182) ■

Miguel Sayago

A young boy takes his turn at the potter's wheel. The Cacha Chuyug Panadero workshop in Chimborazo Province, Ecuador, is improving product quality and boosting output to create jobs and raise family incomes.

Latin America Regional Grants

New Grants

Centro de Educación y Tecnología (CET), $88,900 over 19 months, to conduct four workshops in Chile, enabling IAF grantees to upgrade their skills in organic gardening and other appropriate technologies, and apply these skills in community-level development projects. (LA-135)

Instituto Centroamericano de Administración de Empresas (INCAE), $85,500 over one year, to administer a special travel fund to facilitate learning and networking among organizations involved in grassroots development in Latin America and the Caribbean. (LA-136)

Supplemental Grants over $10,000

Inter-American Legal Services Association (ILSA), $20,500, to expand its legal services program. (LA-098)

Instituto Centroamericano de Administración de Empresas (INCAE), $27,500, to cover travel expenses for scholars attending the Latin American Studies Association (LASA) Conference; and for scholarships for directors of NGOs attending a development management workshop sponsored by INCAE. (LA-124) ■

Fellowship Programs

The Fellowship Program celebrated its fifteenth anniversary in FY 1988 and awarded 46 fellowships to scholars, researchers, and development practitioners from the Caribbean, Latin America, and the United States. By stressing practical solutions to obstacles in grassroots development, the Fellowship Program fostered increased attention within the academic community on micro-level development in Latin America and the Caribbean. Practical, problem-solving approaches to grassroots development will continue to be emphasized during FY 1989.

Through its fellowship initiatives, the Foundation continued to support research on micro-development approaches that improve the condition of poor people throughout Latin America and the Caribbean. The Fellowship Program encouraged expanded interest in the efforts of the rural and urban poor to improve their lives, and in their organizational and production strategies. The study of policies and programs designed to directly alleviate poverty was also supported.

Priority was given to empirical methods for research on contemporary grassroots development problems. Since poverty issues transcend the traditional academic division of labor, interdisciplinary approaches were invited. Emphasis was placed on specializations in the medical, legal, and business professions, as well as in the physical sciences and other technical fields since local development often emerges through activities in such areas as agriculture, health care, and regional planning.

The Foundation also supported research on applied microdevelopment topics related to the Foundation's learning agenda. Five areas were highlighted: the nature of effective local organizations among the poor; the nature of effective intermediary or grassroots support organizations serving the poor; systematic appraisals of local development activities; programs and projects specifically designed to reach the poorest populations; and emerging trends that will influence the future development of poor people in the region.

During FY 1988, the Foundation awarded 17 fellowships to scholars and professionals from research and development institutions in Latin America and the Caribbean whose work in grassroots development would benefit from graduate-level study at U.S. universities. These Fellows, from 10 countries, have associated themselves with graduate programs in 11 universities in 8 states. Some 60 percent of the Foundation's fellowship resources have traditionally been allocated to this Latin American and Caribbean Fellowship Program.

Twenty-nine fellowships were granted to 16 doctoral candidates and 13 master's-level students enrolled in U.S. universities to conduct field research in Latin America or the Caribbean on grassroots development topics. The Fellows, six of whom were citizens of Latin American and Caribbean countries, were affiliated with 21 U.S. universities in 15 states. Field research has begun in 12 countries, including the lowlands of eastern Bolivia, the poor neighborhoods of Lima, Peru, and the tropical rain forests of southern Costa Rica. The largest number of Fellows have initiated field research in Mexico. Approximately 40 percent of the Foundation's fellowship budget normally supports the Doctoral and Master's Fellowship Programs.

The Foundation's Fellowship Advisory Committee, established to counsel the Foundation on its fellowship programs, continued to stress the importance of microdevelopment approaches to alleviating poverty.

IAF Fellowship Advisory Committee

The Hon. Lynda Barness, *The Barness Organization, Warrington, Pennsylvania, and member of the IAF Board of Directors.*

The Hon. John C. Duncan, *Cyprus Minerals, New York, New York, and member of the IAF Board of Directors.*

William Glade, *Woodrow Wilson International Center for Scholars, Smithsonian Institution, Washington, D.C.*

Richard Morse, *Woodrow Wilson International Center for Scholars, Smithsonian Institution, Washington, D.C.*

Martha Muse, *Tinker Foundation, New York, New York.*

Alejandro Portes, *Johns Hopkins University, Baltimore, Maryland.*

Howard J. Wiarda, *American Enterprise Institute for Public Policy Research, Washington, D.C., and the University of Massachusetts at Amherst.*

Johannes Wilbert, *University of California at Los Angeles.*

Latin American and Caribbean Fellowship Program

Fellows, with their home countries, home institutions, and U.S. universities (followed by degree programs and disciplines):

Manuel H. Bastias (Chile): *Centro de Investigación y Desarrollo de la Educación (CIDE); University of Notre Dame (Ph.D., Sociology).*

Javier Caballero (Mexico): *Instituto de Biología, Universidad Nacional Autónoma de México; University of California at Berkeley (Ph.D., Anthropology).*

María Teresa Cerqueira (Mexico): *Dirección de Educación para la Salud, Secretaría de Salud; Cornell University (Ph.D., Nutrition).*

Armando J. Guevara-Gil (Peru): *Facultad de Derecho, Pontificia Universidad Católica del Perú; University of Wisconsin at Madison (Ph.D., Anthropology, and simultaneously Fellow, Institute for Legal Studies).*

Jorge Hernández (Mexico): *Instituto de Investigaciones Sociológicas, Universidad Autónoma "Benito Juárez" de Oaxaca; University of Connecticut (Ph.D., Anthropology).*

Enrique R. Jacoby, M.D. (Peru): *Instituto de Investigación Nutricional; School of Hygiene and Public Health, Johns Hopkins University (M.P.H., Public Health).*

Didacus P. Jules (St. Lucia): *National Research and Development Foundation of St. Lucia; University of Wisconsin at Madison (M.A., Education).*

Marjorie Lansdale (Honduras): *Escuela Agrícola Panamericana (ZAMORANO); Cornell University (M.P.S., International Agriculture and Rural Development).*

Laura R. Laski, M.D. (Argentina): *Asociación Argentina de Protección Familiar; University of California at Berkeley (M.P.H., Public Health).*

Pedro E. Lewin (Argentina): *Grupo de Apoyo al Desarrollo Etnico de Oaxaca (GADE); University of California at Berkeley (Ph.D., Anthropology).*

Adelia M. de Lima (Brazil): *Departamento de Ciencias Sociaies, Universidade Federal de Pernambuco; University of Florida at Gainesville (Ph.D., Anthropology).*

Aníbal Orué (Paraguay): *Centro Paraguayo de Estudios de Desarrollo Económico y Social (CEPADES); University of Southern California (M.A., Communications).*

Miguel A. Pinedo-Vasquez (Peru): *consultant; Yale University (M.A., Forest Science).*

Mercedes Prieto (Chile): *Centro de Planificación y Estudios Sociales (CEPLAES); City University of New York, (M.A., Anthropology).*

Juan de Dios E. Rosellón (Mexico): *Fondo de Fomento y Garantía para el Consumo de los Trabajadores (FONACOT); Rice University (Ph.D., Economics).*

Blanca M. Sckell, M.D. (Paraguay): *Investigaciones Sociales, Educación y Comunicaciones (BASE-ISEC); School of Hygiene and Public Health, Johns Hopkins University (M.P.H., Public Health).*

Samuel W. Scott (Jamaica): *International Voluntary Services (IVS); University of Florida at Gainesville (M.S., Food and Resource Economics).*

Review Committee Members

Thomas Davies, Jr., *San Diego State University.*
Elizabeth Jelin, *Universidad de Buenos Aires.*
Marc Lindenberg, *Harvard University.*
Cassio Luiselli, *Instituto Interamericano de Cooperación para la Agricultura (IICA).*
Charles Reilly, *Inter-American Foundation.*
Giorgio Solimano, M.D., *Columbia University.*

Doctoral Fellowship Program

Fellows, with their home countries, U.S. universities, disciplines, and dissertation titles:

Mauricio R. Bellon-Corrales (Mexico), *University of California at Davis (Ecology):* "The Ecology of Variety Choice Among Resource-Poor Farmers (Mexico)."

Susan K. Brems (USA), *Johns Hopkins University (Development Studies):* "An Anthropological Perspective on Fertility Decline and Fertility Decision-Making in Northeast Brazil."

Avecita del Carmen Chicchón (Peru), *University of Florida at Gainesville (Anthropology):* "Resource Use Among the Chimane Indians and Peasants in the Beni Biosphere Reserve, Bolivia."

Tilman G. Freitag (USA), *University of Florida at Gainesville (Anthropology):* "A Study of the Mechanization of Dominican Fishing and Its Impact on Quality of Life and Local Marine Protein Availability (Dominican Republic)."

Laura González (Mexico), *University of California at Santa Barbara (Anthropology):* "*Ejidatario* Leaders, Resource Mobilization and Local-Level Economic Development in Rural Mexico, 1936-1988."

Anne M. Hornsby (USA), *Harvard University (Sociology):* "Organization-Building for Urban Development: A Case Study of Voluntary Associations in Bogotá, Colombia."

Jeannine Koshear (USA), *University of California at Berkeley (Geography):* "Land Tenure, Land Use and Sustainability Among the Guaymi in Southern Costa Rica."

John R. Lear (USA), *University of California at Berkeley (History):* "Culture, Politics, and the Formation of a Working Class: Mexico City, 1906-1940."

María-Elena Mujica (Peru), *University of Iowa (Anthropology):* "Women in Grassroots Organizations: *Comedores Populares* in Lima, Peru."

Paul J. Nelson (USA), *University of Wisconsin at Madison (Development Studies):* "Local Nongovernmental Organizations and Their Programs to Address the Problem of Landlessness in Guatemala."

Kathryn S. Oths (USA), *Case Western Reserve University (Anthropology):* "Health Promoters in the Northern Peruvian Andes: Resort, Reality and Remedy."

Janette S. Rawlings (USA), *Indiana University (Anthropology):* "Market Systems and National Development: The Sucre Region of Bolivia."

Francisco R. Sabatini (Chile), *University of California at Los Angeles (Urban Planning):* "Alternative Barrio Organizations and the Household: The Case of Santiago, Chile."

David M. Stoll (USA), *Stanford University (Anthropology):* "Assessing Postwar Reconstruction in the Western Guatemalan Highlands."

Mark D. Wenner (USA), *University of Wisconsin at Madison (Agricultural Economics):* "Microeconomic Analysis of Group-Based Revolving Credit (Costa Rica)."

Edward A. Whitesell (USA), *University of California at Berkeley (Geography):* "Resource Collection and Grassroots Development in the Amazon Rainforest of Brazil."

Review Committee Members

Gabriel Cámara, *Universidad Nacional Autónoma de México.*
Thomas Carroll, *George Washington University.*
Helen Safa, *University of Florida at Gainesville.*
Susan Scrimshaw, *University of California at Los Angeles.*
Mitchell Seligson, *University of Pittsburgh.*

Julie Sutphen-Wechsler, *Inter-American Foundation.*
Lee Tavis, *University of Notre Dame.*

Master's Fellowship Program

Fellows, with home countries, U.S. universities, disciplines, and Master's paper titles:

Caroline Ashley (United Kingdom), *School of Advanced International Studies (SAIS), Johns Hopkins University (Development Studies):* "Tinkering at the Margin or Catalyzing Empowerment: Women's Microenterprise Projects in Yucatán, Mexico."
Genevieve A. Douyon (USA), *University of Maryland at Baltimore (Education):* "The Literacy Crisis in Haiti: Creole Monolinguals Learning to Read in French."
Mary Jo Dudley (USA), *Cornell University (City and Regional Planning):* "Study of Female Domestic Workers in Colombia."
Thais R. Forbes (USA), *University of South Florida (Anthropology):* "The Development of Biocultural Strategies to Promote Maternal/Child Health in Rural Jamaica."
Kimberly A. Krasevac (USA), *School of Advanced International Studies (SAIS), Johns Hopkins University (Development Studies):* "Popular Youth Organizations in Santiago, Chile, from the Inside."
Theresa L. Laughlin (USA), *University of Pittsburgh (Economic and Social Development):* "Guatemalan Women Speak: Empowerment in Family Planning Decision-Making."
Wendy S. McFarren (USA), *Cornell University (Regional Planning):* "Economic Adjustment and Household Survival Strategies: A Case Study of Migrant Bolivian Mining Families."
Suzanne B. Mettler (USA), *University of Illinois at Champaign-Urbana (Political Science):* "The Nature and Effectiveness of Political Participation Among Rural Cooperatives in Mexico."
Cecilia Orellana-Rojas (Chile), *University of New Mexico (Latin American Studies):* "Mapuche Indian Women: Rural Migration and Employment Patterns in Urban Settings (Chile)."
Victor M. Ortiz (USA), *Stanford University (Anthropology):* "Collective Labor Conflicts in Mexico's *Maquiladoras*: Towards a Comprehensive Analysis of Workers' Responses."
Samantha C. Roberts (Great Britain), *University of Wisconsin at Madison (Agricultural Economics):* "Accumulation and the Peasant Household: Proposal for a Case Study (Ecuador)."
Neil E. Schlecht (USA), *University of Texas at Austin (Joint Program in Latin American Studies and Public Affairs):* "Colonization and Conflict: Migration, Land Distribution, and the Luta Pela Terra in the Brazilian Amazon."
Christine G. Taylor (USA), *Orgeon State University (Health):* "Breast Feeding and Bottle Supplementation: A Look at Belief Systems of Jamaican Mothers."

Review Committee Members

Carmelo Mesa-Lago, *University of Pittsburgh.*
Thomas Skidmore, *University of Wisconsin at Madison (participated in Fall competition only).*
Jan Van Orman, *Inter-American Foundation.*

Note: The Fall competition will be discontinued after FY 1988. A single competition held each Spring will award the same annual number of Master's fellowships.

Annual Fellowship Application Deadlines

Doctoral Program	Dec. 5, 1989
Latin American and Caribbean Program	Jan. 15, 1990
Master's Program	Mar. 1, 1990

For information and applications, please write:

IAF Fellowship Programs
P.O. Box 9486
Arlington, Virginia, U.S.A.
22209-0486

Publications and Videos

Periodic Publications

Grassroots Development. Reports on the experience of IAF grantees in the field and analyzes development issues of concern to the Foundation. Published three times a year in English, Spanish (*Desarrollo de Base*), and Portuguese (*Desenvolvimento de Base*).

Inter-American Foundation Annual Report. Reports on the Foundation's activities each year. Published in English, Spanish, and Portuguese.

Books about Groups Supported by the Inter-American Foundation

Direct to the Poor, edited by Sheldon Annis and Peter Hakim. An anthology of articles excerpted from *Grassroots Development* (Lynne Rienner Publishers, Inc., 1988).

Development and Dignity, Patrick Breslin. A study of the Foundation's first 15 years from the point of view of Latin American and Caribbean observers and grantees (IAF, 1987). Spanish version: *Desarrollo y Dignidad* (IAF, summer 1989).

Hopeful Openings, Sally Yudelman. A study of five Latin American women's organizations (Kumarian Press, 1987). Spanish version: *Una Apertura a la Esperanza* (IAF, 1988).

Grassroots Development in Latin America and the Caribbean: Oral Histories of Social Change, Robert Wasserstrom. Oral histories of seven IAF-supported organizations (Praeger Publishers, 1985).

Getting Ahead Collectively: Grassroots Experiences in Latin America, Albert O. Hirschman. An eyewitness account and comparative analysis of 45 IAF-funded projects in six Latin American countries (Pergamon Press, 1984). Spanish version: *El Avance en la Colectividad* (Fondo de Cultura Económica, 1986). Portuguese version: *O Progresso em Coletividade* (IAF, 1987).

Monographs and Special Papers

The Inter-American Foundation and the Small- and Micro-Enterprise Sector, Robert G. Blayney and Diane B. Bendahmane. Some important lessons drawn from the Foundation's experience in the urban informal sector (1988).

Business in Development: A Workable Partnership, Martin Diskin, Steven E. Sanderson, and William C. Thiesenhusen. An examination of the operations and impact of the Mexican Rural Development Foundation (1987).

Inter-American Foundation Directory of Fellows: 1974-1986. Information on 402 recipients of Foundation fellowships for field research in Latin America and the Caribbean, and for graduate study in the United States (1987).

Urban Informal Sector and Small-Scale Enterprise, Bishwapriya Sanyal and Cynthia Ferrin. An exploration of how the informal sector and "microentrepreneurial activity" intersect (1986).

The Inter-American Foundation in the Dominican Republic: A Decade of Support for Local Development Organizations, Robert W. Mashek and Stephen G. Vetter. A review of the Foundation's grant-making in the Dominican Republic from 1972 to 1982 (bilingual edition) (1983). *Currently out of print.*

What to Think About Cooperatives: A Guide from Bolivia, Judith Tendler in collaboration with Kevin Healy and Carol Michaels O'Laughlin. A comparative analysis of four networks of Bolivian peasant associations that challenges conventional thinking on cooperatives (1983).

In Support of Women: Ten Years of Funding by the Inter-American Foundation, Ann Hartfiel. An overview of grants that have benefited low-income women (1982).

Miguel Sayago

Members of the Federación de Organizaciones Campesinas de Cicalpa in Ecuador look over the latest issue of Grassroots Development.

A Review of the Inter-American Foundation's Support for Health Activities, Sandra L. Huffman. An overview of grants for projects in community health and health education. (1981)

Bottom-up Development in Haiti, Robert Maguire. A report on underdevelopment in Haiti and the work of one "facilitator organization" that the Foundation has supported (bilingual edition). (1981) *Currently out of print.*

Fitting the Foundation Style: The Case of Rural Credit, Judith Tendler. A discussion of the Foundation's operating style as it affects support for rural credit. (1981)

The Inter-American Foundation in the Making, Robert W. Mashek. An account of the establishment of the Foundation and its first months of operations. (1981)

In Partnership with People: An Alternative Development Strategy, Eugene J. Meehan. Interviews, field visits, project case studies, and discussions with staff that describe IAF's approach to development. (1978)

They Know How . . . A synopsis of insights gained from IAF experience in supporting the initiatives of Latin American and Caribbean organizations during the agency's first five-year period. Spanish version: *Ellos Saben Como*. (1976)

First Steps, Bennett Schiff. A description of the first three years of the IAF. (1974)

To receive Grassroots Development *and the* Annual Report *regularly, write to the publications office to ask that your name be placed on the IAF mailing list. Other IAF publications are available upon request, with the exception of* Direct to the Poor *(contact Lynne Rienner Publishers),* Development and Dignity *(contact Westview Press), and* Hopeful Openings *(contact Kumarian Press).*

Videos

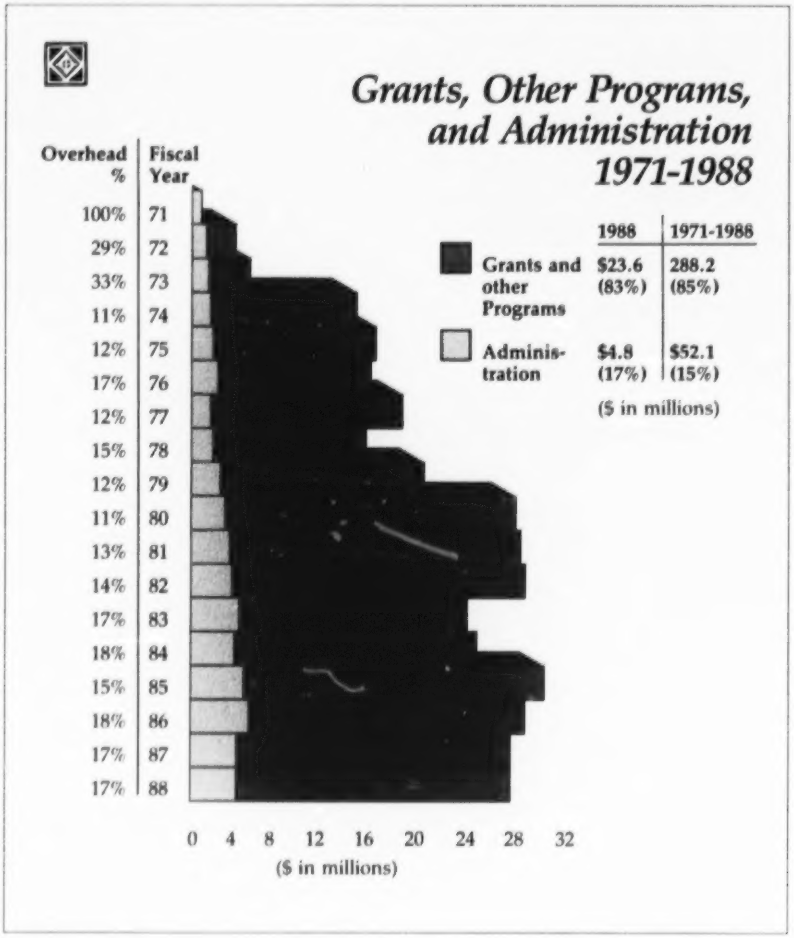
The Women's Construction Collective of Jamaica (13 minutes). The story of 55 unemployed women selected from the poorer neighborhoods of Kingston and trained in construction trades (1986). Teachers' guide available. Spanish: *La Colectiva Femenina de Construcción de Jamaica.*

A Cooperative Without Borders: The First Step (21 minutes). Depicts the struggle of a group of Mexican migrant workers and their hope for the future. The cooperative works with U.S. citrus growers and funding organizations to improve economic conditions in rural Mexico as an alternative to migration (1987). Teachers' guide available. Spanish: *Cooperativa Sin Fronteras: El Primer Paso.*

Alpacas: An Andean Gamble (28 minutes). The peasant community of Aquia, Peru, bets on its future by repopulating its communal highlands with alpacas. Teachers' guide available. Spanish: *Alpacas: El Reto Andino.*

If you would like to purchase a copy of a video, please send a check or money order for $22.95 to West Glen Communications, Inc., 1430 West Broadway, New York, N.Y. 10018. To borrow a copy of the video at the cost of return postage, write to Modern Talking Picture Service, 5000 Park Street North, St. Petersburg, FL 33709.

Financial and Statistical Information



Funds Available to the Foundation

The United States Congress annually appropriates funds for use by the Foundation pursuant to the Foreign Assistance Act of 1961, as amended. These funds make up over 55 percent of the Foundation's annual budget. The Foundation's other funding source is the Social Progress Trust Fund of the Inter-American Development Bank. The Fund consists of the repayments of loans originally made by the United States Government under the Alliance for Progress to various Latin American and Caribbean governments and institutions. The Foundation has access to the Fund pursuant to legislation enacted by the U.S. Congress in 1973.

Congressional Appropriations

Congressional appropriations are used for both program and administrative expenses. Congress appropriates money annually for a fiscal year that runs from October 1 through September 30.

FY 1970-1978	$50.0 million
FY 1979	$10.0 million
FY 1980	$12.6 million
FY 1981	$15.8 million
FY 1982	$12.0 million
FY 1983	$14.0 million
FY 1984	$13.0 million
FY 1985	$12.0 million
FY 1986	$11.5 million
FY 1987	$11.8 million
FY 1988	$13.0 million
FY 1989	$16.6 million

Social Progress Trust Fund

Social Progress Trust Fund resources are used for program expenses. The funds are available in the national currencies of 18 countries in which the Foundation supports projects; in each case the currency is used only for the benefit of the country of origin. Funds are used to finance activities in agriculture, education and training, health, housing, land use, small business, and technical assistance.

1974-1976	$31.0 million
1977-1979	$48.0 million
1980-1982	$48.0 million
1983-1985	$48.0 million
1986-1988	$48.6 million
1989-1991	$44.1 million

Cumulative Grants by Country—1972-1988

	Amount* ($ in thousands)	Grants
Office for Argentina, Paraguay, and Uruguay	$37,275	326
Argentina (pop. 31,501)**	14,489	148
Paraguay (pop. 3,927)	11,569	90
Uruguay (pop. 2,960)	11,217	88
Office for Bolivia and Chile	$49,602	359
Bolivia (pop. 6,794)	16,678	165
Chile (pop. 12,495)	32,924	194
Office for Brazil (pop. 141,379)	$17,019	240
Office for the Caribbean	$32,699	444
Anguilla (pop. 7)	3	1
Antigua and Barbuda (pop. 79)	402	6
Bahamas (pop. 240)	144	7
Barbados (pop. 254)	793	9
Dominica (pop. 83)	1,991	69
Dominican Republic (pop. 6,416)	11,155	113
Grenada (pop. 110)	337	15
Guyana (pop. 750)	294	7
Haiti (pop. 5,500)	7,247	78
Jamaica (pop. 2,330)	2,955	48
Montserrat (pop. 12)	3	1
Netherlands Antilles (pop. 184)	126	2
St. Kitts and Nevis (pop. 45)	517	6
St. Lucia (pop. 130)	209	6
St. Vincent (pop. 110)	668	11
Suriname (pop. 400)	347	3
Trinidad and Tobago (pop. 1,217)	484	9
Turks and Caicos (pop. 9)	12	2
Caribbean Regional	5,012	51
Office for Central America	$44,432	501
Belize (pop. 166)	1,882	52
Costa Rica (pop. 2,657)	9,036	144
Guatemala (pop. 8,434)	8,765	93
Honduras (pop. 4,664)	8,934	80
Nicaragua (pop. 3,499)	7,234	50
Panama (pop. 2,275)	8,581	82

*Includes grants and grant supplements

**Population in thousands. Sources: *The 1988 Caribbean Handbook, Inter-American Development Bank 1987 Annual Report*

	Amount* ($ in thousands)	Grants
Office for Colombia and Venezuela	$27,542	240
Colombia (pop. 29,610)	23,903	203
Venezuela (pop. 18,491)	3,639	37
Office for Mexico and El Salvador	$24,206	235
Mexico (pop. 81,771)	18,101	190
El Salvador (pop. 4,915)	6,105	45
Office for Peru and Ecuador	$32,175	261
Peru (pop. 20,733)	22,374	160
Ecuador (pop. 9,924)	9,801	101
Latin America Regional	$ 5,423	104
TOTAL	$270,373	2,710

Miguel Savage

Women in highland Peru knit and chat with friends while waiting for a meeting to begin.

Grants by Country—1988

	Amount* ($ in thousands)	New Grants	Grant Supplements
Office for Argentina, Paraguay, and Uruguay	$2,880	28	21
Argentina	1,680	17	11
Paraguay	815	8	6
Uruguay	385	3	4
Office for Bolivia and Chile	$2,279	25	23
Bolivia	1,241	17	13
Chile	1,038	8	10
Office for Brazil	$2,167	16	11
Office for the Caribbean	$1,808	21	17
Dominica	9	—	1
Dominican Republic	701	8	6
Grenada	79	1	—
Guyana	21	1	—
Haiti	249	4	9
Jamaica	261	4	—
St. Vincent	81	1	—
Turks and Caicos	3	—	1
Caribbean Regional	404	2	—
Office for Central America	$4,538	51	33
Belize	289	4	2
Costa Rica	453	10	5
Guatemala	1,427	19	8
Honduras	917	10	6
Nicaragua	513	4	7
Panama	939	4	5
Office for Colombia and Venezuela	$1,614	19	15
Colombia	985	12	11
Venezuela	629	7	4
Office for Mexico and El Salvador	$2,465	23	11
Mexico	1,099	13	7
El Salvador	1,366	10	4
Office for Peru and Ecuador	$2,294	13	28
Peru	1,070	4	14
Ecuador	1,224	9	14
Latin America Regional	$ 222	2	2
TOTAL	$20,267	198	161

*Includes grants and grant supplements

Sandra Wavrick

An instructor demonstrates tailoring techniques to young students at the Centro Educativo Técnico Humanístico Agropecuario in Carmen Pampa, Bolivia.

Applying for a Grant

The Inter-American Foundation responds to proposals from nongovernmental organizations in Latin America and the Caribbean. Foundation grants complement local resources for self-help programs and projects that benefit and involve people of low incomes and limited opportunities. Project activities should be sustainable beyond the period of the Foundation's grant and offer promise for demonstration, expansion, or replication in other settings.

Although the IAF has no standard application form for its grants, the following information should be included in proposals:

- **Organizational Information:** A description of the group that will implement the program, including its history and current activities, structure and staff, sources of financing, and relationships with other institutions;
- **Project Background:** The background of the proposed project, including its origins and objectives, and the significance of the problems it would help to solve;
- **Project Activities:** A description of project activities, including time frame and intended beneficiaries; and
- **Budget:** The budget for the project, including the amount requested from the Foundation as well as funds available from the organization itself and other sources.

Mitchell Denburg

Grant proposals should include a list of project activities, such as the training of dental assistants offered at this clinic in Trinidad.

Once the Foundation receives a proposal, it normally takes four to six months to reach a decision on the suitability of the project for support. Once a project is approved, the IAF enters into a formal agreement with the prospective grantee that confirms the activities to be conducted, and the financial and administrative procedures to be followed. The Foundation requires financial and narrative reports on project activities every six months. In most cases, it also requires (and pays for) periodic audits by a local auditing firm. A Foundation representative or designee will visit the project site several times a year, and frequently arrange evaluations.

Organizations interested in submitting a proposal for Foundation funding are encouraged to obtain an initial reaction to their project by sending a brief letter of inquiry. The letter should outline the project's purposes, the means proposed for achieving them, and the amount of financial support required. All proposals and inquiries should be sent to:

Program Office
Inter-American Foundation
1515 Wilson Boulevard
Rosslyn, Virginia 22209
U.S.A.

Annual Report Staff: Allison Lange, Coordinator; Michelle Huber; Kathryn Shaw; Ron Weber; Daphne White
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